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WISCONSIN DIVISION OF MARKETS

Edward Nordman—Director

MARKET NEWS LETTER

Vol. 1, No. 9. Madison, Wis. February 16, 1920

Potatoes

An interesting event in the potato industry is the fact that recently the first European potatoes that have been shipped to this country in several years arrived in New York from Denmark. Also the recent federal estimate to the effect that the new or southern potato crop will show a twelve per cent increase in acreage over that of last year's is of some interest at this time.

A review of the present condition of the potato market in the state shows that slightly lower price level prevails when compared with prices during the first of the month. Prices received the first of this month by farmers were $3.75 to $3.80 for U. S. Grade One bulk stock. Prices today are generally ranging from $3.50 to $3.60 for the U. S. One stock. Dealers at Wisconsin shipping points during the first of the month were receiving for sacked stock in carlots $4.30 to $4.40 as compared with the present price of $4.10 to $4.15. Sacked stock at Chicago sold for $4.65 to $4.75 during the first days of the month, as compared with the present price of $4.35 to $4.50.

Some points still report that the farmers are hauling very little stock because they are holding for higher prices. The shipments have been fairly steady and averaging from 50 to 55 cars per day. Federal reports show that up to February 14 Wisconsin has shipped 14,636 cars this season as compared with 14,801 to the same date last season. The shipments for the entire United States up to February 14 have amounted to 131,871 cars as compared with 133,672 cars to the same date last year. The following table represents shipments from various states competing with Wisconsin potatoes on Chicago market. The figures are for shipments up to and including February 7:

	Total this season to date cars	Total last season to date cars	Total last season cars
Minnesota	17,878	16,932	23,515
Michigan	6,449	5,624	11,063
Idaho	5,489	5,017	7,726
Wisconsin	13,937	14,361	20,655

Reports of Saturday from shipping points over the state indicated a slightly stronger market prevailed on that date. Prices being paid to farmers at loading points for bulk U. S. Grade One stock ranged from $3.50 to $3.75 with prices at Waupaca $3.50 to $3.60. Prices to farmers last year at this time ranged from $1.00 to $1.20. Dealers reported a good demand and sacked stock in carloads ranged from $4.10 to $4.25.

The same conditions prevailed on the Chicago market as prices were slightly higher following an active demand. Prices on bulk and sacked stock ranged from $4.35 to $4.60. Federal reports from Cincinnati showed Wisconsin U. S. One sacked stock sold for $4.40 to $4.50. The St. Louis sales of Wisconsin stock were made at $4.35 to $4.50. Indianapolis sales were made mostly at $4.35.

Seed Potatoes

There is a good demand for seed stock especially for certified seed. In fact, the demand is greater than the supply. There are practically no certified Bliss Triumphs to be had and the remaining stocks consist mainly of the Green Mountain and Rural New Yorker varieties. Various prices are being received for this stock but the average runs from $4.25 to $5.00 a hundredweight for sacked stock in carlots f. o. b. shipping points. Good uncertified seed, graded and partly graded, is being sold in mixed cars at prices ranging from $4.00 to $4.25.

Cabbage

Public hearings on cabbage grades are being held by the division this week at some of the leading cabbage centers of the state. It is planned that growers, dealers and shippers will attend these meetings and discuss the proposed grades. Notes will be taken of all the proceedings and it is hoped that many constructive criticisms and suggestions will be given by those present and that the hearings will result in the drawing up of grade rules that will be practical and will be of much value to the cabbage handlers of the state.

The price on cabbage has declined considerably since our last report. New cabbage is appearing on the markets in large quantities which probably is one of the causes of the decline. Shipments from Wisconsin for the season up to and including February 7 have amounted to 3,149 cars as compared with 3,202 cars up to the same time last season. Total shipments for last season amounted to 3,411 cars.

There is a wide range in the prices being received for cabbage. Sales generally have ranged from $60 to $75 a ton as compared with $100 to $110 two weeks ago. Chicago reports cabbage being sold in jobbing lots at prices ranging from $75 to $90 a ton. It is interesting to note that the total cabbage acreage in Texas for this year amounts to 16,065 acres as compared with 4,430 acres in 1919.

Dairy Markets

The cheese market at present has a weak feeling and trading is generally quiet. There is practically no movement of certain styles. The most trading at Wisconsin points was in the Daisies and Longhorns. The majority of the sales were made at the following

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prices: Twins, 28c, Flats, 28½c, Single Daisies, 31c and Longhorns, 31–31½c.

The butter market has a decidedly different tone than the one existing in the cheese trade. The market is generally firm but some dealers are doubtful if present prices can be maintained as the outlook seems to be for slightly lower prices. Fresh creamery stock ranges from 60 to 63c in Chicago. Federal reports show that the amount of butter held in storage in Chicago at present is about twice the amount held at the same time last year. Dairy butter generally ranges from 50–52c.

The egg market is generally firm with a good demand prevailing. In Milwaukee good fresh country candled eggs are bringing 50–51c a dozen, dirties and seconds 35–37c, and checks 32–33c.

The drop in foreign exchange has affected the condensed milk market and the price being paid to farmers for milk this month is lower than was paid in January. The price on condensed milk has dropped about a dollar a case according to reports. Milk prices in the cities are expected to show a decline within a short time. It is reported that Milwaukee dealers expect to lower the price of milk one cent per quart on March first.

Live Stock

The trading in cattle was irregular during the past week and the general tendency of prices was downward. The average top for steers in Chicago was about $16.00 with majority of sales made at $12 to $15. Good choice vealers brought $16.00–$17.00. The hog market is generally steady with the bulk of the stock bringing $14.25–$15.25. The Milwaukee hog market was slightly lower with the bulk bringing $14.25 to $15.40. The sheep market was strong the first of the week but towards the last declined slightly; choice fat lambs at Chicago brought $18.00 to $20.50 with top ewes at $13.75.

The Union Pacific railroad announces that orders have been placed for 4,000 new refrigerator cars that should be ready for use by July first. Four thousand cars will help considerably but we could easily use 20,000 more such cars in this country at this time.

Two appointments of importance in the agricultural circles of the country have recently been made. One was that of Mr. Meredith to be Secretary of Agriculture to succeed Secretary Houston and the other that of George Livingston to be Chief of the Bureau of Markets. Both men have been prominent workers in agricultural lines and should make successful executives.

Honey

The Wisconsin Crop Reporting Service estimates that there were produced in Wisconsin in 1919, 4,834,000 pounds of surplus honey, of which 18 per cent, or 826,000 pounds, was comb and 4,008,000 extracted. This is an average of 54 pounds per colony, comb honey yielding 34 pounds per colony and extracted 61 pounds. Of the 90,000 colonies in the state in 1919, 37 per cent or 24,300 were used in the production of comb honey and 73 per cent or 65,700 in the production of extracted honey. The census of 1910 reports 95,638 colonies. This number decreased rapidly until within the last few years, but the culture of bees is rapidly increasing at the present time.

The total value of the 1919 honey crop of Wisconsin is estimated at $1,207,730, of which $261,842 is for comb honey and $945,888 for extracted. Average price received by producers of comb honey was 31.7c per pound; of extracted, 23.6c per pound. On January 1 the average price of comb honey was 32.6c; of extracted, 24.8c.

The average value per hive of bees is estimated at $8.50, a total value of $765,000 for the 90,000 colonies in the state.

Honey Grades

After considering the testimony given by beekeepers at public hearings held in the state, and following some suggestions made by a committee from the State Beekeeper's Association, the following grades on comb and extracted honey have been established. The establishing of grades was taken up by this office after resolutions had been passed by the State Beekeeper's Association requesting that standard grades for honey be established in this state. It is hoped that the system of grading as required in the grades will be of much help in the standardizing of the honey industry of the state. The grades become effective August 12, 1920.

Wisconsin Fancy

Honey of this grade produced in Wisconsin shall consist of (a) good quality comb honey in the different (b) colors known by the terms Water White, White, Light Amber, Amber and Dark; in which the sections are (c) well filled and (d) well cleaned and the combs (e) firmly attached, (f) not projecting beyond the wood, (g) uniformly colored throughout, (h) evenly capped and entirely sealed except the cells in the outside row next to the wood which may be unsealed. No section in this grade is to weigh less than 13½ ounces gross or 12½ ounces net.

Honey packed for sale, offered for sale, consigned for sale, or sold and delivered under this grade shall be in new best grade sections weighing not more than one ounce and be packed in new cases. Each section and case shall be stamped with the official stamp (Wisconsin Fancy) stating color and packer's number.

The front sections in each case shall be a true representation of the contents of the case.

An official stamp will be furnished by the Division of Markets at cost to packers of Wisconsin Fancy honey. No person shall pack for sale, offer for sale, consign for sale, or sell and deliver comb honey as Wisconsin Fancy unless each section and case of said honey is stamped with the official stamp issued by the Division of Markets. In the event that any person stamps any section or case as Wisconsin Fancy and such honey does not conform to the requirements of that grade, the Division of Markets reserves the right to revoke the stamp in addition to prosecuting such person as provided by law. All stamps issued are non-transferable.

Wisconsin No. 1

Honey of this grade produced in Wisconsin shall consist of (a) good quality comb honey in the different (b) colors known by the terms Water White, White, Light Amber, Amber and Dark in which the sections are (c) well filled (d) well cleaned and and the

combs (e) firmly attached, (f) not projecting beyond the wood and entirely sealed excepting that not more than six cells on each side, in addition to those of the outer row next to the wood, may be unsealed. Slight travel stain and slight irregularities in the surface are allowed in this grade and not to exceed ten cells on each side may contain honey of a different color. No section in this grade is to weigh less than 12 ounces gross or 11 ounces net.

Honey packed for sale, offered for sale, consigned for sale or sold and delivered under this grade shall be in new best grade sections weighing not more than one ounce and be packed in clean cases. Each section and case shall be stamped with the official stamp (Wisconsin No. 1) stating color and packer's number.

The front sections in each case shall be a true representation of the contents of the case.

An official stamp will be furnished by the Division of Markets at cost to packers of Wisconsin No. 1 honey. No person shall pack for sale, offer for sale, consign for sale, or sell and deliver comb honey as Wisconsin No. 1 unless each section and case of said honey is stamped with the official stamp issued by the Division of Markets. In the event that any person stamps any section or case as Wisconsin No. 1 and such honey does not conform to the requirements of that grade, the Division of Markets reserves the right to revoke the stamp in addition to prosecuting such person as provided by law. All stamps issued are nontransferable.

Wisconsin No. 2

Honey of this grade produced in Wisconsin shall consist of (a) good quality comb honey in the different (b) colors known by the terms Water White, White, Light Amber, Amber and Dark; in which the combs are (f) not projecting beyond the wood, are attached to the sides not less than two-thirds of the way around, and are entirely sealed excepting that not more than a total of sixty cells in addition to those of the outside row next to the wood may be unsealed. Where 20% or more of the cells contain honey of a darker color than the remainder, the sections shall be marked with the darker color. Honey in badly stained and propolized sections is not permitted in this grade. No section in this grade is to weigh less than 11 ounces gross or 10 ounces net.

Honey packed for sale, offered for sale, consigned for sale or sold and delivered under this grade shall be in sections weighing not more than one ounce and be packed in clean cases. Each section and case shall be stamped with the official stamp (Wisconsin No. 2) stating color and packer's number.

The front sections in each case shall be a true representation of the contents of the case.

An official stamp will be furnished by the Division of Markets at cost to packers of Wisconsin No. 2 honey. No person shall pack for sale, offer for sale, consign for sale, or sell and deliver comb honey as Wisconsin No. 2 unless each section and case of said honey is stamped with the official stamp issued by the Division of Markets. In the event that any person stamps any section or case as Wisconsin No. 2 and such honey does not conform to the requirements of that grade, the Division of Markets reserves the right to revoke the stamp in addition to prosecuting such person as provided by law. All stamps issued are nontransferable.

Ungraded

Comb honey may be packed for sale, offered for sale, consigned for sale, or sold and delivered without conforming to the requirements for Wisconsin Fancy, Wisconsin No. 1, or Wisconsin No. 2, provided that it is stamped or marked "Unclassified" or "Ungraded."

Wisconsin No. 1 Extracted

Honey of this grade produced in Wisconsin shall consist of (a) good quality extracted honey in the different (b) colors known by the terms Water White, White, Light Amber, Amber and Dark. The honey shall be well ripened, (i) well strained, and shall weigh not less than 12 pounds per gallon at 60 degrees Fahrenheit.

Honey packed for sale, offered for sale, consigned for sale or sold and delivered under this grade shall be in new containers. Each container must be stamped with the official stamp (Wisconsin No. 1 Extracted Honey) stating grade, color, net weight and packer's number.

An official stamp will be furnished by the Division of Markets at cost to packers of Wisconsin No. 1 Extracted Honey. No person shall pack for sale, offer for sale, consign for sale or sell and deliver any honey as Wisconsin No. 1 Extracted Honey unless each container of said honey is stamped with the official stamp issued by the Division of Markets. In the event that any person stamps any container as Wisconsin No. 1 Extracted Honey and such honey does not conform to the requirements of that grade, the Division of Markets reserves the right to revoke the stamp in addition to prosecuting such pseson as provided by law. All stamps issued are nontransferable.

Ungraded

Extracted honey may be packed for sale, offered for sale, consigned for sale or sold and delivered without conforming to the requirements for Wisconsin No. 1 Extracted Honey, provided that it is stamped or marked "Unclassified" or "Ungraded."

Explanations of Grade Requirements

(a) "Good quality" *comb honey* means honey which is commercially salable, not containing pollen or honeydew, not extensively granulated, poorly ripened, sour or weeping, and not in leaking, injured or patched up sections.

"Good quality" *extracted honey* means honey which is not sour and has not been contaminated by honeydew, excessive use of smoke, dirt or foreign materials of any kind.

(b) "Color"—The color standards of the Root Honey grader shall be deemed official for determining color of comb or extracted honey. The five official colors are Water White, White, Light Amber, Amber and Dark.

(c) "Well filled" means 80% of area within the section shall be occupied by sealed cells.

(d) "Well cleaned" means free from propolis or other stain.

(e) "Firmly attached" means that the comb shall be attached to wood sections at least 85% the way around.

(f) "Not projecting" means no part of the comb shall project beyond outer edge of section.

(g) "Uniformly colored" means that all the cells contained in any section shall be of the same color.

(h) "Evenly capped" means combs shall be free from pronounced irregularities in the surface.

(i) "Well strained" means honey which does not contain particles of wax or other materials which will pass through two thicknesses of cheese cloth.

Cooperative Marketing

The Division of Markets and the Economics Department of the University have recently completed a study of the Wisconsin Cheese Producers' Federation. The report rendered states many interesting facts and figures regarding the business done by the federation. The value of cooperative marketing is shown by the fact that the total expense of doing business in 1919 was 1.5 cents for each dollar received, which means that for last year, factories were paid 98.5 cents out of every dollar received from the sale of cheese in the markets of the United States.

When efficiency of marketing is considered, the Federation is classed with the California Fruit Growers Exchange, which is probably the most efficient cooperative marketing organization in the United States. This reputation has all been made since April 1, 1914, when the Federation commenced operation. In 1914 they handled 6,125,480 lbs. of cheese which sold for $887,501.00. In 1918, 8,522,509 lbs. were sold for $2,322,536.01 and in 1919 they sold 14,098,021 lbs. for a total of $4,318,956.91. The Federation is undoubtedly a big success and will become even greater if the farmers will provide the volume of business

Navy Beans

The 1919 bean crop is cleaning up to the satisfaction of most producers and dealers. There is some stock still back in dealers hands; most of this is inferior quality and some holding for prices that market will not warrant at this time.

Wisconsin has thousands of acres suitable for raising navy beans and this is the season of the year when growers should anticipate their wants for seed stock. We strongly recommend the community plan of purchasing seed. There are some lots of very nice seed stock that can be purchased at market prices and this office will be pleased to assist any individual, local or community club in securing their seed.

Seeds

Clover and timothy seed of all kinds is very scarce and we would appreciate anyone having a surplus to report same to this office as the demand for good seed far exceeds the available supply.

The market is steady with best red and alsike clover stock worth $60 per 100 lbs. Good timothy seed is priced at about $15.00 per 100 lbs.

Sugar

The condition of the sugar market remains practically unchanged. Wholesalers seem unable to get anywhere near the full amount needed to fill their normal demands. Stock is being wholesaled to retail grocers in as small quantities as possible and retailers are generally confining their sales as far as possible to one pound sales. Much of the sugar on the market at present is known as Louisiana seconds. It is helping to relieve the conditions until there is a plentiful supply of good Cuban sugar. The Division has a letter from a large Cuban sugar firm offering to quote prices on sugar and anyone interested can get the name and address of this firm by applying to this office.

This office is receiving many letters regarding difficulties in obtaining sugar and we are doing everything possible to help relieve the situation. Chicago wholesale quotations on sugar are at present ranging from $15 to $17 a hundred. Retail prices in the state generally range from 20 to 25c a pound.

Grain

The Milwaukee wheat market is firm with No. 1 Northern bringing $2.85-$2.95 and No. 2 $2.65-$2.85. The corn market is higher with a good demand existing. No. 2 yellow ranged from $1.41 to $1.47. White stock is scarce and sold as high as $1.47 to $1.48. Oats were slightly higher with a good demand prevailing. No. 2 white oats were made at 87-88c and No. 3 white 85½-87c. Barley prices are higher with good choice stock bringing $1.46 to $1.49. Rye ranged $1.53 to $1.54 for No. 2.

Wool

The wool conference mentioned in the last News Letter scheduled to be held in Madison on February 12 was postponed on account of the "flu" ban. No date for the meeting has yet been set but as soon as a date is decided upon a notice will be sent to all interested parties.

The wool market remains steady and prices being paid by Milwaukee dealers are as follows: Medium, 50–55c a pound and coarse, 40–45c.

Soy Beans

Requests are being received daily for information regarding where different varieties of soy beans can be secured. We would be pleased to have any parties having a surplus of this commodity report to this office stating amount they have to offer, price and variety.

Feeds

The price on feed has advanced slightly, the following being the present price quotations received at this office for straight cars delivered at most Wisconsin points put up in 100 lb. sacks. Mixed cars can be had at slightly higher prices than for straight cars.

	Per ton
Standard Bran	$45 .00
Coarse Bran	45 .50
Pure Bran	46 .00
Standard Middlings	49 .00
Rye Middlings	49 .00
Flour Middlings	56 .00
Reddog Flour	63 .50
Cotton Seed Meal (36% P)	82 .50

Storage Stocks

The following figures show the amount of stocks held in the storages of the state.

Commodity	On hand Jan. 1st	Received During Month	Withdrawn During Month	On hand Jan. 31
Beef (all kinds), lbs	1,171,332	207,029	229,875	1,148,486
Veal, lbs	49,389	46,335	43,440	52,284
Mutton & Lamb, lbs	198,206	39,514	100,323	137,397
Pork (all kinds), lbs	419,310	616,434	246,178	789,566
Lard, lbs	696,437	518,402	734,293	480,546
Fish, lbs	1,161,319	587,775	891,170	857,924
Poultry, lbs	597,064	152,965	109,355	640,674
Eggs, doz	586,440	12,750	523,500	75,690
Butter, lbs	210,112	32,009	75,656	166,465
Oleomargarine, lbs	3,962	7,312	8,354	2,920

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WISCONSIN DIVISION OF MARKETS

Edward Nordman—Director

MARKET NEWS LETTER

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Milk Prices

The February prices paid by condenseries delivered by producers to the various plants show a general decline over those paid in January. This is partly due to a restricted market for condensed milk because of the falling off of export trade when foreign exchange dropped to very low levels. The prices as given represent the high, low and average price paid, the high and low test used as a basis for payment, and the high, low, and average price paid for one-tenth of one per cent differential. The averages are obtained by adding the total figures received from each of the condenseries in the various districts and dividing by the total number of condenseries reporting in each district.

District	Price Per 100 lbs.			Test basis		Differential per .1% test		
	High	Low	Av.	High	Low	High	Low	Av.
Milwaukee City Milk	$3.90	$3.25	$3.52	4	Flat	4c	4c	4c
Chicago City Milk	3.60	3.35	3.40	4	3.5	4c	4c	4c
American Cheese	3.45	3.00	3.21	4	3.5	5c	2c	3¾c
ForeiForeign Cheese	3.35	3.35	3.35	3.5	3.5	4c	4c	4c
Butter	3.60	3.10	3.35	4	3.5	5c	4c	4⅔c

The following classification of condensaries has been made:

Chicago City Milk District: Beloit, Brooklyn, Burlington, Darien, Delavan, East Troy, Elkhorn, Footville, Genoa Junction, Lake Geneva, Milton Junction, Orfordville, Salem, Sharon, Shopiere, Stoughton, Walworth, Whitewater.

Milwaukee City Milk District: Merton, North Prairie, Racine, Waukesha, West Bend.

American Cheese District: Black Creek, Chilton, Denmark, Fox Lake, South Germantown, Greenville, Juneau, Manawa, Markesan, New London, Neillsville, Oconomowoc, Oostburg, Richland Center, Sawyer, Valders, Waupun.

Butter District: Bangor, Berlin, Bloomer, Cashton, Hillsboro, Johnson Creek, Jefferson, Lake Mills, Lodi, Menomonie, Middleton, Osseo, Reedsburg, Sparta, Sullivan.

Foreign Cheese District: Albany, Belleville, Monroe, Monticello, New Glarus.

City Milk Prices

By comparing the milk prices published below with those published in the News Letter of January 31st one will see that there has been practically no reduction in the price of milk to consumers. Slight reductions in some cases have been made in prices paid to producers but prices to stores and consumers have remained about the same. However, firms in some places in the state announce that they expect to reduce prices on March first. There are approximately 46 quarts in 100 lbs. of milk.

City	Price to producers per 100 lbs. milk	Price to stores per quart	Price to consumers per quart
Ashland	$3.38	11c	13c
Chippewa Falls	3.50	11c	13c
Eau Claire	3.68	12c	13c
Green Bay	3.00	11c	13c
Janesville	3.35	13c	14c
Madison	3.25	12c	13c
Marinette	3.71	13c	14c
Milwaukee	3.60	12c	13c
Racine	3.90	13c	14c
Superior	4.00	13c	15c
Wausau	3.35	11c	12c

The prices paid for milk at cheese factories are about on the same level with prices paid for milk by many of the condenseries. This, of course, is true when allowance is made for whey returned to farmers, as to the regular price received for milk should be added something for the feeding value of the returned whey. It is generally figured that the feeding value of 100 lbs. of whey is equal to about one-fourth the value of a bushel of corn. At present this would amount to approximately 35c.

The prices paid by cheese factories, as noted in the few returns received for this month, have ranged from $3.10–$3.28 per 100 lbs. of milk with a general average of $3.17. The returns quoted above came largely from the American cheese district so it will be seen by comparison that cheese factories in this district are paying nearly what condenseries paid.

Prices paid by creameries show quite a wide variation. In making comparisons to prices paid by condenseries and cheese factories allowance should be made for skim milk returned to the farmer. The feeding value of 100 lbs. milk is usually figured as being equal to one-half the value of a bushel of corn which at present is approximately 70c. Prices for milk paid by creameries according to returns received ranged from $2.80–$3.10 per 100 lbs. with a general average of $2.94. These returns were largely from creameries in the butter and American cheese districts.

Clean milk is highly essential to the production of first class dairy products. One way to have clean milk is to keep all cans free from rust and is good condition. This can be done by retinning, and there are plants in this state where such work is successfully done.

Farmers should now be busy securing all the various seeds needed for this year's use and should keep in mind that the best seed to buy is the certified or pedigreed kind. Such seed costs a little more but is very much better in the end. Having pedigreed seed is as important as having pedigreed livestock.

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Edward Nordman - - - - Director
B. B. Jones - - - - - - Editor

Entered as second-class matter February 4, 1920, at the post office at Madison, Wisconsin, under the Act of June 6, 1900.

This Division was established to help you solve some of your marketing problems. We want all persons to feel free to call upon us at any time that we can be of any service.

"It's an ill wind that blows nobody good." The drop in the foreign exchange market while working a hardship on people in Europe has, in a number of cases, caused a drop in the food prices in this country and thus consumers are finding a slight relief for the time being. If the present situation continues it is probable that the price for many manufactured products will take a drop.

Announcement has been made that the next Wisconsin Potato Exposition will be held in the Milwaukee Auditorium during the week of November 15–20, 1920. Potato growers should take note of this now and start from the very beginning to raise the prize taking spuds. Let's make Wisconsin the banner potato growing state of this country and it can be done by paying as much attention to the matter of quality as to the matter of quantity.

Federal reports show that in the South this year there is a general increase in the number of acres planted to most fruits and vegetables. Predictions are that in the North the plantings will be as great or even greater than in previous years. Much of the talk of the farmers laying down on the job is unfounded. The farmer is the bulwark of this nation and is not the type of man that will lay down on the job when he is shouldered with great responsibilities.

Dairy Market Conditions

A great question now requiring the attention of the dairy industry of this state is a study of just what the future marketing conditions are likely to be. This has been of little concern the past two years when the demand was greater than the supply and there was little difficulty in selling goods at a good price. However, due to the great drop in foreign exchange, the export business, at least for the present, has been seriously curtailed and the situation has started the dairy industry as a whole into making a general survey of present conditions and those likely to prevail in the future.

In 1919 there was exported about 35 million pounds of butter, 14 million pounds of cheese and 852 million pounds of condensed milk. This is about 3% of the butter, about 5% of the cheese and about 45% of the condensed milk made in this country. This large market for condensed milk is no doubt to a great degree responsible for the increase in condensery plants in Wisconsin from 19 in 1916 to between 60 and 65 at the present time.

However the drop in foreign exchange has greatly affected present marketing conditions. Europe needs our products but is unable to pay for them. On account of the almost complete stop in buying abroad, there is a surplus of condensed milk in the country at present amounting to several million cases. Because of the overflooded market there was a decline in the market price of the leading brands on February 6th of one dollar per case. This decline, of course, eventually fell back on prices being paid for milk and it will be noticed by comparing condensery prices in this issue of the NEWS LETTER with those printed in the issue of January 31st that there has been quite a decrease in the prices paid to farmers for their milk.

This general decline is also apparent in the cheese market for the prices of late have been lower than at any other time during the last few months. Figures given out by the United States Department of Agriculture show that in the storage of the four large cheese markets there was in storage on February 23rd a total of 14,406,538 pounds as compared with 3,603,635 pounds on hand the same day in 1919. These figures show that there is about four times more stock in storage now than at this time last year. Dealers generally have given up hope for higher prices and are making an effort to move the heavy stocks of storage cheese at as little loss as possible.

The butter market has also been affected although probably not as much as the cheese and condensed milk markets. While prices are a little higher at this time than they were a year ago there has been an uneven tone to the market and indications are that with Danish butter arriving in New York and storage stocks of the country showing an increase of about 5% over last year's holdings that somewhat lower prices can be expected.

While present conditions do not indicate that any great calamity will soon befall the dairy industry of the state yet there is a necessity for careful study of the situation by those interested and a planning for the future that will bring best results to both producers and dealers.

Wool

The wool growers' conference, which was scheduled to be held February 12th but had to be postponed on account of the flu epidemic, will be held at the Agricultural Auditorium of the University at Madison on Friday, March 5th. Every Wisconsin wool producer is invited to help organize the Wisconsin Wool Growers' Association and to aid in planning to market the 1920 clip in a collective manner. Experience last year in this and other states clearly shows the value of collective wool marketing. The Wisconsin Sheep Breeders' Association, the Wisconsin Branch American Society of Equity, the State Grange, the College of Agriculture, the Wisconsin Live Stock Breeders' Association and the Division of Markets are the parties behind this movement and all desire the cooperation of the wool growers of the state in making this movement a success.

Cabbage

The public hearings to consider grades for Wisconsin cabbage were held last week as scheduled. There was a great amount of interest shown by the growers and shippers and after due consideration has been given to the points brought out in the various meetings, grades for Wisconsin cabbage will be established by this division.

The grades which will be published and sent out will not become effective until six months after date of establishment. This will give all cabbage handlers plenty of time to study the grades

carefully and fully understand the provisions of the grades. An especially gratifying fact was the general agreement of those present at the hearings that the principle of grading is a sound and beneficial one and that grading of cabbage will be of great benefit to growers and shippers and at the same time protect the dealers and consumers in the consuming markets.

Information gathered at the various hearings showed that practically all storage cabbage has been shipped and excepting a scattering car here and there the cabbage deal for this season is about ended. Storage stock this year has shown a smaller shrink than usual and prices received during the last two months made storing a profitable thing. A full summary of the cabbage deal for the past season will be printed in a later issue of the NEWS LETTER. Prices on the remaining stock range from $50–$60 a ton. New cabbage is now furnishing the supplies for the large consuming markets and in some markets is ranging from $75 to $90 a ton.

Grading

This division is vitally interested in the subject of grading of farm products. In public hearings that have been held to consider grades on certain products it has been gratifying to note the general tendency of growers and shippers to approve of the principle of grading. However there has been a tendency by some to oppose the general principle of establishing grades on farm products. This is due largely to those opposing grading not thoroughly understanding the reasons for grading or the benefits to be derived therefrom.

Mr. Lyon, chief of the Idaho Bureau of Markets, recently stated in an address that while Idaho this past season has had the poorest potatoes to market in her history yet they topped the markets of the country. He gives the credit for this fact to the careful grading given Idaho potatoes. Why shouldn't Wisconsin have a like reputation on the markets of this country? She can if in the future all growers and shippers will unite to carefully grade their potatoes as outlined in the Wisconsin potato grades which become effective on April 7th.

A publication of the federal Bureau of Markets sums up the main advantages of standard grading as follows: "Fruits, vegetables, and other farm produce should be sorted or classified according to standard grades, in order to provide a standard trading basis; to encourage better methods of production and handling; to enable the buyer to procure stock of the size and quality desired, and to assist in the elimination of fraud and deception, thereby promoting confidence between producers, dealers, and consumers." This division favors grading so strongly because it feels it means dollars and cents in the pockets of the Wisconsin growers and shippers and at the same time is furnishing a protection to the consumer who certainly is entitled to it.

Potatoes

No unusual conditions prevail in the potato market at the present time. Importations of potatoes from Denmark and Canada continue, but this seems to have very little effect on the market as a whole. Weather conditions, however, are unfavorable, as most parts of the state have been having considerable cold weather and snow, these conditions of course affecting the amount of potatoes hauled to market.

There has been no radical change in the market. The price received by farmers for U. S. Grade One bulk stock during the first of the month was $3.75–$3.80 per cwt.; in the middle of the month the price was from $3.50–$3.60 and at the close prices are ranging from $3.60–$3.65. As will be noticed prices are slightly higher than those two weeks ago but not as high as prices received the first of the month.

The demand and movement of stock in car lots has been light of late and sales are scattered. Carlots of sacked U. S. Grade One Round Whites f. o. b. Wisconsin shipping points have been moving at prices ranged from $4.00–$4.25, mostly $4.00–$4.15. A recent investigation showed that practically no stock was being held in the warehouses of some central Wisconsin shipping points. Dealers are inclined to move the stock as fast as cars can be obtained.

Conditions on the consuming market are unchanged. Wisconsin No. 1 stock is selling in Chicago in carlots at $4.25–$4.35 per cwt. Bulk stock in carlots outweight ranges from $4.40–$4.75 and No. 2's at $3.50–$3.75. Other markets quote Wisconsin No. 1 stock at prices varying from $4.25–$4.75.

Shipments remain about the same with from one-third to one-half of all cars shipped from Wisconsin being billed to Chicago.

Total shipments for this year from Wisconsin to February 26th total 15,157 cars and for the United States 134,893 cars.

Seed Potatoes

There is an active demand for seed stock; in fact the demand is greater than the supply. All parties having any seed stock for sale are requested to list with this office the amount on hand, the varieties, and the price wanted, as we are having orders for good stock which we have been unable to fill. Certified seed is moving at various prices ranging from $4.25–$4.75 per cwt. and some as high as $5.00. Good uncertified seed, graded and partly graded, is selling from $4.00–$4.50 per cwt. f. o. b. shipping points.

Exchange

This office is very glad to assist all persons in the securing of any fruits, vegetables, livestock, grain, seeds and various other farm products. Likewise we are also glad to assist producers in selling any products they have for sale. The Division's functions is to get buyer and seller together and it assumes no responsibility whatever in any transaction. The service is free and we will be glad to have persons send in a list of things they have for sale or want to buy.

At present we have a letter from a Wisconsin firm offering for sale any amount of Soy bean seed and also any amount of Pea beans for seed purposes. Hand picked navy beans and various amounts of good clover seed are other products listed for sale. We have a call for some genuine Grimm alfalfa seed and any parties having such and are willing to guarantee that it is genuine Grimm seed are asked to write this office at once. Any parties wanting pedigreed seed, corn, barley, etc., are asked to write the Secretary of the Experiment Association, Madison, Wisconsin, who has a list of such seed that is for sale.

Seeds

The market on seeds is generally quiet. Prices have shown a slight drop due to slowed up movement and drop in grain prices and foreign exchange rates. Red clover is ranging from $45–$55 per cwt. with alsike at practically the same price. White clover ranges from $50–$55. Importations of alfalfa seed are decreasing and prices range from $45–$50 per cwt. Timothy is moving slowly and best stocks are selling for $12.50–$15.00 per cwt.

Grain

The corn market is generally strong with the demand brisk. The demand for white is especially good and a premium is being paid for white over yellow and mixed. Prices paid at Milwaukee are as follows: white No. 4, $1.49 per bu. yellow No. 4, $1.44–$1.43; No. 5, $1.41–$1.43; mixed No. 4 $1.42–$1.43; No. 5, $1.41–$1.42.

The demand for oats is generally good with prices remaining steady. No. 3 sold in Milwaukee yesterday for 87½c–89c and No. 4 87½c–88c. Offerings in the wheat market are light and demand generally slow. Chicago and Minneapolis markets were from 2–5c lower yesterday. No. 1 Northern in Minneapolis ranged from $2.60–$2.95. The good grades of barley find ready sale while low grades remain dull. Bright stock is bringing $1.52–$1.53; good choice stock $1.48–$1.52 and fair to good $1.44–$1.51.

Dairy Markets

The trading in butter at present is fairly active and the market is generally on a firm basis. Danish butter is being received in the east, but with this supply there appears to be a slight shortage and stocks are moving fairly well but buyers are anticipating a lower market. Centralized butter seems in good demand in some eastern points but trade in it at Chicago is limited. Much butter was removed from storage this month and no doubt a heavy drain will be made on storage supplies during March which is generally considered the month of shortest production.

Chicago and Milwaukee wholesale prices have remained about the same. The range in Milwaukee for fresh creamery has been 53–64c and in Chicago for 92 score butter the price has ranged from 63–65c. Fresh lines of dairy butter in Milwaukee have brought 45–50c. Retail prices fresh butter in most parts of the state are ranging from 70–75c.

Trading in cheese is generally light with smaller styles being in most demand. Receipts at Wisconsin points are considerably heavier than for this time last year. Fancy stock is in greatest demand and there is practically no movement in under-grade stock. There has been very little change in prices of late. Thursday's prices at Wisconsin shipping points were as follows: Flats 27c, Twins 26¼c, Double Daisies 29c, Young Americans 30c, and Longhorns 31c.

Federal reports just received show that there is considerable supply of evaporated milk held in this country. Stocks on February 1 in excess of unfilled orders amounted to 44,585,923 lbs. in case goods and 434,758 lbs. in bulk goods. On the other hand unfilled orders in condensed case goods exceeded the available supply by 15,840,930. These figures would be different at present due to cancelling of many orders and the falling off of export trade due to drop in foreign exchange. In this section the average price received at condenseries in January for sweetened condensed milk in 48 cases, 14 oz. cans, was $8.53 per case for domestic trade and $8.87 for foreign trade. The average for unsweetened evaporated milk in 48 can cases, 16 oz. cans, was $6.31 for domestic trade and $6.73 for foreign trade.

Eggs

Eggs are moving quite freely at present and a slight decline in the market is being noticed as buyers seem to be buying only for present demands. During the next sixty days there will be the maximum movement of eggs from the country to the consuming and storage markets. It is estimated that the loss to this state because of poorly handled, poorly graded and unnecessarily spoiled eggs amounts to two million dollars each year. Producers and county shippers can eliminate much of this waste and benefit thereby if more care is taken in the gathering, grading and shipping of eggs. Eggs are more and more being sold on grade and it is to the advantage of county shippers to grade their eggs on the basis of color, size and cleanliness.

Fresh country candled eggs in Milwaukee are now bringing from 47–49c per dozen, dirties and seconds 35–37c and checks 32–33c.

Live Stock

There was a slight decline in prices for killing grades of cattle during the past week. Supplies of choice stock in Chicago were light and prices ranged from $14 to $16. Good stock ranges from $12–$14 and the medium from $11–$12.25. Prices at Milwaukee were somewhat lower with prices ranging from $9.75–$14.50.

Hog prices show a slight advance due to light receipts. Prime heavy stock in Milwaukee are bringing $14–$14.50 with medium weight stock $14.25–$15.00 and mixed stock fair to best ranging from $13.75–$14.00.

The sheep market shows a decline with choice stock in Milwaukee ranging from $18–$18.25. Good to medium stock brings $16.00–$17.50 with cull stock $12.00–$14.00.

Special Notice

The standards for grades of potatoes as published in Bulletin No. 1 of the Division of Markets under the date of October 7, 1919, become effective April 7, 1920.

On and after April 7th the Division of Markets plans to enforce the grades as published, and all handlers of potatoes are hereby advised to make preparations to be able to comply with the regulations as printed.

Most potato handlers are now buying and selling on the basis of grade. However, all are not tagging the sacks and also indicating the grade on the invoices as required in the grade rules and regulations. All persons handling potatoes are therefore advised to supply themselves with tags and see that all sacks are tagged showing the grade and net weight and that the grade is indicated on all invoices. Negotiations are under way with the railroad companies to provide that all bills of lading shall show the grade of potatoes being shipped.

The rules provide that anyone can sell stock as "Unclassified" or "Ungraded." Field run stock will be stocked as "Ungraded." It is required that all sacks containing such stock be tagged or branded showing that the potatoes contained therein are "Ungraded." Stock with over five percent of the potatoes under the one and seven-eighths inches minimum diameter allowed in U. S. No. 1, will have to be sold as U. S. No. 2, if they otherwise meet the requirements of that grade, or as "Ungraded."

Copies of the potato grades with all regulations pertaining thereto can be secured by writing to this office. We ask the hearty cooperation of the potato handlers of the state in the carrying out of the potato grade rules and regulations as we believe that they will prove of great benefit to the industry as a whole.

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WISCONSIN DIVISION OF MARKETS

FEB 22 1922

MARKET NEWS LETTER

Vol. 1, No. 11. Madison, Wis. March 17, 1920

Cabbage

The cabbage deal in this state for the 1919–1920 season is practically over and those interested are now reviewing the activities of the past season and at the same time making plans for the coming season. In order to get some idea of the results of the year's work this office sent out a questionnaire to a large number of cabbage handlers in all parts of the state and many interesting replies were received.

The past season as a whole was a profitable one especially for those who stored. The heavy fall shipping season, however, was filled with disappointments, losses due to one cause or another, and with various discouraging circumstances such as labor and car shortage and improper weather conditions. The car shortage was especially discouraging as it was a continual scramble on the part of shippers to get cars. In order to rush things and get the available stock on the market the stock was poorly handled and bruised considerably and much of it arrived at the central markets in somewhat poor condition. During a short spell of warm weather some stock became affected with slimy soft rot and when affected stock was loaded and long delays occurred in transit, such stock arrived in the central markets showing anywhere from 10 to 75 per cent. decay. Much of such kind of stock was found on the Chicago market and it had the effect of keeping the price down until such decayed stock could be cleaned up.

As is generally known the cabbage grown in this state is divided into two general types known as the Domestic and the Danish types. The Domestic type is recognized as the stock commonly used in the manufacture of kraut and the Danish is the type used for general marketing purposes. While both of the types are grown in all the various cabbage sections of the state there are rather well defined sections in which either one or the other type clearly dominates. The following counties are generally classed as producers of mostly the Danish type: Racine, Brown, Outagamie, Fond du Lac, Dodge, Shawano, Wood, Clark, Milwaukee, Kenosha, Walworth, Manitowoc, Barron, Rock and Burnett. The amount of Domestic stock raised in these counties was estimated by those answering the questionnaire as ranging from 5 to 40%. The counties commonly classed as being producers of mostly the Domestic type are as follows: Columbus, Dane, Rock, Eau Claire, Chippewa, Lincoln, Grant, Pierce and La Crosse. The amount of Danish stock in these counties ranged from 5 to 25%.

Inquiry as to the markets to which Wisconsin cabbage is commonly shipped revealed the fact that fully three-fourths of the amount shipped was sold on the three markets of Chicago, St. Louis and Kansas City. Very few shippers stated that they used any of the so called eastern markets. Of course much of the stock originally billed to the above three markets is finally diverted out to other points. Especially is this true of stock going south, as much Wisconsin cabbage eventually finds its way to the markets in the southern states. Other markets mentioned as being outlets for Wisconsin cabbage were Milwaukee, Omaha, St. Paul, Minneapolis, Duluth, and Topeka.

The matter of rejections at destinations has proved in the past to be one that must be given careful consideration by Wisconsin shippers. The questionnaires show that rejections come from the following causes: Stock too small or too large, freezing and overheating in transit, decay, and probably the most important one, the fact that there was a mixture of types in the same car. Naturally some of the rejections on this score were made by exacting dealers generally rejecting on a declining market. It is true nevertheless that there are many cars of Wisconsin cabbage that show a bad mixture of types. Growers to some extent should not be scored too harshly for this condition due to the fact that they have been the victims of seed dealers who have been selling them seed which they represented as strict typical Danish seed and which later turned out to be a mixture of various types of Danish or Hollander and of the Domestic. Farmers should buy only from reliable dealers and be willing to pay for stock guaranteed to be strictly Danish. A cheap price often gets farmers to buy inferior seed and of course they are the losers in the long run. Excepting rejections arising from transit troubles other classes of rejections can be largely eliminated by more careful grading and a strict filling of orders as given.

Estimates given by various dealers over the state showed that where storing was done at all it was a practice to ship about 80% of the crop during the fall season and put the remaining 20% into storage for later shipment. Prices received this year for storage stock made storing a profitable enterprise when on the face of it figures show that much stock went into storage at a $15–$25 a ton price and was sold out a couple or three months later for $80–$110. However, it must be taken into consideration that there is considerable shrinkage on stored stock. Figures given by various dealers over the state show that the shrinkage this past season ranged from 10 to 35% with average for all those reporting of 24%.

One of the questions asked of those to whom questionnaires were sent was what they estimated would be the amount of increase or decrease that would occur in cabbage planting this year in their

(Continued on page 4, column 1)

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Keeping of books by the farmer is one of the urgent demands of the day. His costs of production and marketing should be known by him just as well as the manufactuter now knows what all his different items of expense are. When farmers as a whole know what their costs of production are, they will be in a better position to dictate the price their farm products should bring.

Food Investigation

As is generally known there were recently held in Milwaukee, two investigations dealing with food prices at the present time. One was a general hearing held by the Division of Markets and the other an investigation made by the federal grand jury to see whether or not any unlawful cases of profiteering could be found.

The hearing held by the Division of Markets was in the form of a preliminary study of present marketing conditions. One main fact brought out was the need of accurate cost of production figures. Farmers as a rule do not keep books, and, as the cost of production very vitally enters into the final cost of a commodity, the cost of production figures are necessary. Realizing this great necessity of having cost of production figures, the Division of Markets has employed a man to spend his whole time helping farmers keep books on the cost of producing milk. Cost of production studies will eventually be made on other commodities and it is hoped that some idea will be formed of what it costs the farmer to produce many of the things he has to sell. Similar studies are being made on the cost of handling various food commodities by dealers who buy the raw materials from the farmer and finally market the finished product.

Figures on prices being paid to farmers for their produce at the local markets and prices they are asked to pay for certain staple products are also being collected. Local markets do not always closely follow the trend of the large markets and thus matters become more complicated. It is generally felt that the old law of supply and demand will and should regulate the prices on many of our common foodstuffs. The important fact, however, is that we need a greatly increased production, an increase in the efficiency of our present marketing system and a careful consideration of existing conditions by the consuming public.

Facts brought out at the hearing plainly showed that the handling of food products is a complex problem. It is the general opinion of those who conducted the hearing that some new laws are necessary to correct some of the present troubles. It is not thought that legislative action will clearly settle all the present difficulties and make the marketing system perfect but that some action could profitably be taken along some lines. In future hearings, facts will be gathered relating to other products in addition to the few discussed at the recent hearing and in the end much evidence no doubt will be brought to light that will aid in finally establishing some regulations in the marketing of food products. In carrying on this investigational work the interests of the consuming public are being carefully considered and at the same time consideration is given to the rights of dealers, shippers and farmers.

Wool

At a meeting held in Agricultural Hall on March 5th the Fleece Wool State Growers' Association, Wisconsin Division, was formed to effectively carry on the pooling of the Wisconsin wool crop which amounts to about five million pounds annually. Representatives of the Wisconsin Sheep Breeders' Association, the Wisconsin Livestock Breeders' Association, the Wisconsin Society of Equity and the Wisconsin State Grange were present and entered into the agreement. This does not mean that only members of the above associations are to enter into the pooling but every wool producer in the state, whether a member of any of the above mentioned associations or not, is invited to join the pooling association and market his wool through the pooling system.

The following officers were elected to manage the affairs of the association: President, James Dillon, Mondovi; Vice-President, P. J. Stevens, Cylon; Secretary-treasurer, W. F. Renk, Sun Prairie; Directors, Messrs. Stevens, Dillon and Renk and George McKerrow, Milwaukee; B. E. Biederman, Edgerton; Weston Woodward, Bloomer, and Myron Churchill, Marinette.

The object of the organization is to unite the wool growers of the state not only to more efficiently market the wool clip but incidentally to encourage a larger and better production of wool. By shipping wool to a central point where it can be graded into many various grades and receiving prices for the different grades that are generally higher than the flat price usually paid at the local points by dealers, many thousands of dollars will be saved to the Wisconsin wool grower.

Full details of the plan of management and system of carrying on of the work of the association will be given out at a later date. All wool growers wanting information on this matter can receive same by writing this office.

Honey

The U. S. Department of Agriculture states that there are probably 800,000 persons in the United States who own bees, and of this number approximately 10,000 are in Wisconsin. However but a very small portion of this number are keeping bees as a commercial proposition and marketing any great amount of honey.

To help in the efficient marketing of the honey crop in this state this division recently established standard grades for comb and extracted honey. Beekeepers of the state generally approve of the grading system and some are already making application for the necessary stamps for marking their product. The design of the various stamps is now being considered and as soon as they have been made the beekeepers of the state will be notified when and at what price the stamps can be obtained. The grades do not become effective until August 12th.

There is very little comb honey in the state left to market. Wholesale prices

to producers are generally as follows: Combs, 25–35c per pound in very small lots; extracted 20–25c per pound with small lots selling at some places for as much as 30c.

Exchange

The following articles have been listed with this office for publishing in the News Letter. Any inquiries regarding any of the articles listed should be addressed direct to the owner whose address is given. This division, in this service, is merely seeking to get buyer and seller together and assumes no responsibility in any transaction made through these published listings.

For Sale

76 grade Oxford ewes and one purebred Oxford ram. Mrs. B. Bock, Sheboygan Falls.

1 six months old purebred Holstein bull calf. J. A. Joeckel, Jackson.

1 four year old Holstein bull. Peter C. Peterson, Macon.

Several hundred head of grade heifer calves two to six weeks old. Extension Specialist, Animal Husbandry, Madison.

Medium Red Clover and Alsike seed, Pickart Brothers, Malone, Medium Red Clover seed, Elmwood Lumber & Grain Company, Elmwood. Medium Red Clover seed, Harry A. Zimmer, Appleton, R No. 4. Medium Red Clover seed. E. W. Ryan, Hayward, R No. 2. Alsike Clover Seed, D. E. McRobert, Eau Galle. Potatoes, oats, corn and timothy seeds, J. W. Jung, Randolph. Navy beans, The Farmers' Company, Sturgeon Bay. Navy beans, Geo. Copman, Clintonville. Navy beans, Niebuhr & Son, Fall Creek. Dried peas, Knauf & Tesch, Chilton. Mammoth Soy Beans, Wisconsin Brokerage Company, Waukesha. 50 bu. Marrow Fat peas, C. A. Hanson, Fish Creek. Seed oats and barley, H. E. Krueger, Beaver Dam. Timothy hay. Equity Exchange, Medford. Car Green Mountain seed potatoes, Shell Lake Produce Co., Shell Lake.

Various amounts of certified seed potatoes of the Green Mountain, Rural New Yorker, Triumph, Irish Cobbler and Early Ohio varieties are still available. For information concerning same write to Professor J. G. Milward, Horticultural Department, Madison.

Wanted

400 Purebred Holstein calves two weeks to fifteen months old.

350 Purebred Guernsey calves two weeks to fifteen months old.

150 Purebred Jersey calves two weeks to fifteen months old.

50 Ayreshire calves two weeks to fifteen months old.

50 Purebred Brown Swiss calves two weeks to fifteen months old.

4 carload of purebred Holsteins, cows and heifers.

3 carload of purebred Guernseys.

1 carload each of purebred Jerseys, Brown Swiss and Ayshires. Write to Extension Specialist, Animal Husbandry, Madison.

Standard Car Linings

The condition of refrigerator cars upon return of the railroads to private ownership is such that it will take years to put them on par with the cars of pre-war standards. If we are going to handle the 1920 potato crop with any degree of efficiency it is essential to agree upon some form of false lining that will be accepted by the railroads and shippers as a standard lining. It is highly essential that linings of refrigerator cars used for the shipment of potatoes be of a type that will provide sufficient protection against frost.

Experience has shown that the pooling of refrigerator cars is a detriment as far as the movement of the Wisconsin potato crop is concerned. Apples are considered more perishable than potatoes and take preference in placing cars for shipment for perishable commodities. The western apple crop moves at the same time as the Wisconsin potatoes and according to pooling rules naturally takes the preference. Railroad companies, as well as owners of private refrigerator lines, hesitate putting cars into the potato trade on account of the abuse these cars receive from careless shippers. Thousands of standard insulated refrigerator cars have had their insulation made practically worthless by shippers driving spikes through the insulation to simply hold some false lining in place. There is no more reason for driving nails into refrigerator cars while installing false walls or sides than there is for leaving ice-bunkers open in midwinter to allow free ventilation.

If we are going to have efficiency in the transportation of Wisconsin potatoes it is necessary that the railroads and shippers agree upon a standard lining for refrigerator cars, also that cars be equipped with such lining prior to the opening of the shipping season and that the tariff rules be changed to read that cars when so equipped shall be placed into the potato trade and shall be returned to shipper intact, railroads held responsible for cost of lining at all times.

The Division of Markets will cooperate in any way possible to form an agreement at this time between shippers and transportation companies.

Eggs

The spring egg deal is commanding much attention at this time especially since wide publicity has been given the matter of future trading in eggs. Dealers and shippers are generally against the practice of future egg trading as is being done at present in Chicago. Resolutions have been passed by various state and other organizations denouncing the practice. Most interested parties feel that the old law of supply and demand should control market conditions and prices, instead of having the market set in advance.

It was brought out in the recent Milwaukee hearing that prices in Wisconsin would be controlled to a great extent by the future sale prices on the Chicago exchange, where many sales of April eggs had already been made at from 40 to 44 cents a dozen. It was also mentioned that the packers have a great hold on the egg business and they are expected to be a big factor in this year's storage deal. The foreign exchange situation will affect prices to a considerable extent and the general opinion is that the export trade will be light this year and the outlook is for prices to be lower than those that would no doubt prevail if there was a good export trade. Shippers in Wisconsin generally predict an increase in this year's production and the predictions are that in the big egg producing states there will be a general increase in this year's production over that of last year. It is claimed that much money was lost last year in storage eggs and that there may not be the great increase in the amount of storage stocks that there was last year. Money is generally being advanced on storage stocks at the rate of $9 per case.

Prices generally show a slight decline at present as there is an easy feeling in the market and stocks are coming into the markets quite freely. Buyers are taking only enough to supply present wants. In Milwaukee fresh country candled eggs are bringing 39–40 cents a dozen, dirties and seconds 34–35 cents and checks 30–32 cents. Fresh eggs are retailing at prices generally ranging from 48–50 cents a dozen.

(Continued from page 1)

locality. Reports were received from persons in the various parts of the state and, excepting a slight decrease estimated by one man in the Corliss district and a 20% decrease estimated by one man in the Genoa Junction district, about one-fourth reported an increase of planting this year ranging from 10 to 15% in the various sections, while the balance reported that plantings would be about the same as last year.

Eighty-four per cent. of those reporting were in favor of the establishing of standard grades for cabbage. The remaining sixteen per cent. wanted no grades. In this connection it might be said that considering the sentiment expressed by the large majority of those attending the cabbage grade hearings recently held in different parts of the state, it is the plan of this division to in the very near future establish some standard grades for cabbage.

The yields as reported showed quite a wide variation. Some few reported yields of 2, 3 or 4 tons per acre while others reported yields of 12 to 15 tons per acre. The greater number, however, reported yields of from 8 to 12 tons per acre. The average for all reports was 8.6 tons per acre.

The following table shows the prices paid by dealers to farmers per ton of cabbage at various dates during the season. The figures in the first column represent the range of prices paid over the state and the second column the average price obtained from all the reports.

Date	Range	Average
Sept. 30	$ 8–30	$19.16
Oct. 10	10–30	17.60
Oct. 25	10–30	19.30
Nov. 10	12–40	24.34
Nov. 25	18–50	30.25
Dec. 15	20–65	41.37
Jan. 1	40–100	59.23
Jan. 20	40–100	70.90
Feb. 10	30–100	72.40
Mar. 1	30–80	57.27

Conditions on the Chicago market followed shipping point conditions pretty closely. In the middle of September the Holland seed price was $30–$35 per ton. The first of October price dropped to $22–$26 for the Holland and for Domestic was $18–$20. The price advanced during the month for on October 30th Holland was $25–$30 while Domestic ranged $15–$25. During the early part of November the price began to advance. Prices were as follows: November 17, $40–45; November 24, $60–65; December 18, $60–65; December 29, $60–70; January 8 $80–90; January 15, $100–110; January 29, $110. The first part of February the price began to decline and from that time to the present the following prices prevailed; February 2, $105–100; February 12, $70–90; February 26, $50–60; March 5, $50–60.

Shipments from Wisconsin were about the same for this and last year according to federal reports. Shipments for the week of February 29-March 6 consisted of two cars bringing the total shipments for the season up to 3,218 cars. The total for last season to the same date was 3,373 cars and the total for the entire last season was 3,411 cars. Totals to March 6th for the leading cabbage states were as follows: New York, 5,811; Wisconsin, 3,218; Colorado, 2,313; and Minnesota, 940.

Dairy Market

The butter market at present is firm and the demand is improving. Fancy goods are especially finding ready sale. Danish butter continues to arrive and a number of cars have come in from Canada. Creamery production shows a slight reduction while the decrease among the centralizers is quite noticeable. In Milwaukee fresh creamery tub stock brings a 66–67c price and first class stock was bought at 60–65c. Saturday 92 score butter in Chicago sold for 69c.

The cheese market in this state has been quiet with trading generally light. The prices received ranged from 28–30c per lb. for Daisies, Double Daises 28c–29c, Longhorns 29–30c. The Chicago market is firm with Young, Americans and Twins finding ready sale.

Potatoes

Just now the popular pastime in potatoes circles is making guesses on how much stock there remains in the state. The guesses vary much more than usual and everyone seems to have many figures to back up their guesses. Estimates made have varied from 1200 to 3500 cars and it is hard to tell just what is right. Using the figures of the State Crop Reporting Service there would figure about 2200 cars in the state on March first. The estimates given out by the Bureau of Markets at Waupaca for that date was 3500 cars. Private estimates have ranged from 1200 cars on up.

There is no doubt but that stocks of potatoes in the hands of growers and dealers will be cleaned up much closer this year than usual because of the prevailing high prices. Just how much this close clean-up will boost total shipments is a conjecture. The prevailing estimates seem to range from 2000 to 2500 cars as the total on hand March first and if prices remain high the stocks of the state will no doubt be cleaned out much earlier than in ordinary years.

Prices have advanced rapidly since the first of this month. On March first farmers at Waupaca were being paid $3.75 cwt. for bulk U. S. Grade No. 1 potatoes. The price began to increase on the account of the increased demand for stock and not being able to supply this demand because of adverse weather conditions and the great shortage of cars. The high point was reached with a general price of $4.25 in the central part of the state with some sales being made at as much as $4.50. Dealers at this time were receiving $5.00–$5.10 for U. S. Grade No. 1 sacked stock in carlots. The last few days the market has been a little weaker and while prices to farmers still remain about $4.25 the carlot price to dealers has dropped to $4.90–$5.05. Last year at this time farmers were being paid $1.10 per cwt. and dealers received $1.40. Prices on the Chicago market for U. S. No. 1 sacked stock are $5.25–$5.35, on the Indianapolis market $5.20–$5.40 and on the St. Louis market $5.50–$5.60.

Shipments for the season to March 12th totaled 15,809 cars. Shipments have varied from 40 to 90 cars a day depending largely on the supply of cars available. From one-third to one-half of cars shipped each day are being billed to Chicago.

Storage Stocks

The following figures show the amount of stocks held in the storages of the state

Commodity	On hand Feb. 1st	Received During Month	Withdrawn During Month	On hand Feb. 29
Beef (all kinds), lbs.	1,090,234	169,467	299,295	960,406
Veal, lbs.	52,284	57,226	61,812	47,698
Mutton & Lamb, lbs.	137,401	44,116	97,251	84,266
Pork (all kinds), lbs.	789,566	189,993	188,144	791,415
Lard, lbs.	200,674	124,750	101,699	223,725
Fish, lbs.	1,033,949	427,211	1,027,697	433,463
Poultry, lbs.	640,674	34,660	187,082	488,252
Eggs, doz.	11,071	6,982	4,375	13,678
Butter, lbs.	49,600	6,498	7,011	49,087
Oleomargarine, lbs.	166,672	11,265	113,922	64,015

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 1, No. 12. Madison, Wis. March 31, 1920

Potatoes

Investigations made in central Wisconsin the past week show that the available stocks of potatoes in that section are light at this time. At Almond, which is usually the second or third heaviest shipping point in the state, the dealers were pretty well agreed that there were only about 30 to 40 cars left to be shipped from that station. At Stevens Point the dealers estimates ranged from 30 to 50 cars as the amount yet to be shipped from that point and Waupaca estimates a range from 50 to 75 cars yet to be shipped from there. If these estimates are anywhere near correct it would seem that the stocks will be cleaned up earlier than usual this year and that there will be no over supply of potatoes for the spring market.

Estimates on the number of cars yet to be shipped after April first range from 900 to 2500 but it would seem from all indications that the amount will more likely range from 1200 to 1500 cars. Dealers do not anticipate any decided drop in the market under these conditions especially if the present demand keeps up for the next six weeks. They are loading out the stock about as fast as the farmers bring it in as at present prices they are not taking any chances on the market.

Shipments during this month have been quite heavy. The total for this season to March 27th is shown by federal reports to be 16,284 cars. This would mean a shipment from March first of 949 cars and the figure will no doubt be increased to about 1100 cars by the end of the month. Total shipments for the United States to March 27th were 146,065 cars as compared with 149,878 cars to the same date last year.

The following figures secured from the U. S. Bureau of Markets show the number of cars of Wisconsin potatoes unloaded in Chicago during each month of the year 1919: January 447, February 360, March 516, April 426, May 294, June 199, July 16, August 17, September 509, October 901, November 775, and December 496 making a total for the year of 4956 cars. It is interesting to note that there were cars of Wisconsin stock unloaded during every month of the year.

Prices during the month have shown a steady increase. On March first farmers in central Wisconsin were being paid $3.75 per cwt., for bulk U. S. Grade No. 1 potatoes. On this date dealers were receiving $4.30–$4.40 for sacked U. S. No. 1 stock in carlots. By March 15th the price had advanced so farmers were receiving $4.25–$4.50 per cwt., and dealers $4.95–$5.05. On March 26th farmers were receiving mostly $5.50 per cwt., with some points paying as high as $5.75. A year ago at this time farmers were receiving $1.25–$1.40 per cwt.

The Chicago market remains firm with Wisconsin sacked stock on March 27th selling at $5.90–$6.05. In St. Louis, U. S. No. 1 stock brought $6.25–$6.35, in Indianapolis $6.10–$6.25 and in Omaha $6.20 per cwt.

Reports received indicate that the first of the southern crop will begin moving next week and if the movement assumes large proportions on the start there may be a slight reaction in the old potato market. The acreage this year in the south is reported about 12% greater than last year.

Commodity Prices

Some very interesting figures were presented on the answers received to a questionnaire sent to several hundred persons living in all parts of the state. The quotations represent the range in prices over the state and include those paid and received in various villages, towns and cities over the state. The figures were to apply to the date of March 15th or thereabouts.

The range in price paid to farmers for potatoes was from $3 to $5 a hundred with the average of all reports being $4.07. The range in retail price per pound was from 3½ to 7c with the state average of 4.9c. The price paid to farmers for milk per hundred pounds was $2.37 to $4.00 with the state average $2.95. The average retail price per quart is about 12c and figuring this per hundred pounds the price would be $5.55. Butter ranged in retail price from 50–80c per pound with the state average 65.7c.

The range in price paid to farmers for eggs was 32–55c per dozen. The average price was 39.6c. The retail price ranged over the state from 35–65c a dozen with the average being 45.2c per dozen. Sugar prices showed a considerable range, the lowest retail figure being 14c a pound and the highest 25c. The average over the state was 21.08c a pound.

Farmers reported that the price they received for small lots of various grades of cattle ranged frm $5–$12 a hundred pounds. The average for the state was $7.97. Round steak, however, retailed at prices ranging from 18–35c a pound with the state average of 27.2c. The price received for hogs varied from $11–$16 a hundred with the average at $13.76. Retail prices of pork chops showed a range of $25–40c a pound with the average being 30.5c.

There were many other interesting ranges in prices received for products by farmers and in retail prices paid for certain commodities. For mixed fowls the range in price received was 17–35c a pound. Honey varied from 15–40c a pound in selling and retailed at prices ranging from 15–50. Retail prices of cabbage ranged from 3–15c a pound, the average being 8.3c. Soft coal retail prices ranged from $7.00–$14 per ton while hard coal ranged from $12.00–$16.75 per ton.

MARKET NEWS LETTER
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It is reported that a bill has been introduced in Congress by a Georgia representative providing for an appropriation of one hundred million dollars for the purpose of running a government "Bureau of Producers to Consumer Exchange." This bureau would carry on the work of getting al food products of the country direct from the producer to the consumer without the aid of the present distribution system. Just how such an arrangement would work out is hard to state but it will be interesting to follow what disposition is made of the bill by congress.

Good roads are a necessary aid to efficient marketing. There is no doubt but that good roads reduce marketing costs. In one eastern state figures collected show the cost per ton per mile on an unimproved road was 30c while the cost on the same road after improving by graveling was 13c. Road work in Wisconsin should be kept going at top speed as it all helps to reduce marketing costs even though the expense incurred is greater than usual at this time.

Farmers should be extremely careful to get the best of seed for planting. At one of the recent cabbage hearings held by this division it was told of how one farmer bought some cheap cabbage seed and after planging it and caring for it, it turned out to be rape instead of cabbage. Cheap seed bought from unreliable dealers cause farmers of this state to lose many thousands of dollars annually. At present many potato growers are using all their No. 2 and discarded potatoes for seed so thay can sell their No. 1 stock for the prevailing high prices. Such practices cannot be condemned too strongly.

Canned Pea Standards

The hearing called to consider standards for grades of canned peas was held in Madison on March 24th. About fifty canning companies sent representatives to the meeting and also the jobbing trade of the state was well represented.

The question discussed was whether or not certain definite standards and regulations for canned peas could profitably be established. The canners were very frank in presenting their views and gave the division much information that will be of great value to them in directing their efforts to provide for the standardizing, labeling and marketing of good quality Wisconsin peas. Canners of the state are vitally interested in seeing that the pea industry of Wisconsin is maintained at a high state of efficiency and to guard closely Wisconsin's reputation as the banner canned pea state of the union. As is generally known Wisconsin produces over half of all the peas canned in the United States and thus it is necessary for this state to take the iniatative in the proper marketing of this product.

At present the commonly recognized grades of peas are the "Fancy," the "Extra Standard" and "Standard." In addition the peas are graded for size ranging in size from the No. 1's, the smallest, to No. 5's, the largest in size. At present the standards for the various grades are not completely uniform over the state and it was for the purpose of seeing whether or not it was feasible to establish uniform grades, that the meeting was called. The use of some uniform system of marking the grades and sizes on the cans so the consumers could easily know what they were buying was also discussed. There were different opinions as to just what could be accomplished along the line of uniform grading and marking of canned peas and to further consider the matter there was appointed a committee consisting of three canners and three jobbers, these men to cooperate with this division in further considering the advisability of establishing standard grades.

The National Pea Canners Association have taken steps in the right direction by adopting an inspection service by which no can of peas grading lower than "Standard" can carry the words "Wisconsin Product" over their inspection stamp. This will go a long ways towards making Wisconsin peas known the world over as peas of quality. A large number of the canning plants in this state this year will have the size of the peas the can contains printed on their labels in order to aid the consumer in getting just what he wants.

Potato Grades

The potato grades established by this division on October 7, 1919 become effective on April 7, 1920. It is the intention of this office to strictly enforce these grades right from the start and dealers are warned to see that they comply with the grades.

The grades provide for the sale of potatoes as either U. S. No. 1 or No. 2, as Ungraded, or as Badger Brand. Practically all stock being shipped is now being graded U. S. No. 1. The grade regulations require that all sacks must be tagged stating the grade and net weight when packed. The grade must also be indicated on all invoices rendered.

There seems to be a prevalent idea that the grades apply only to stock being shipped to points within this state. This office does not so construe the regulations but demands that all potatoes grown in Wisconsin, shipped either to points within or without the state be handled in compliance with the announced grades and regulations.

The grades have been widely distributed over the state and dealers have had six months in which to prepare for the use of the grades and therefore this office does not feel that dealers have any good excuse for not living up to the grades. As stated in the law there is provided punishment by a fine of from $10 to $500 or imprisonment in jail of from 10 to 90 days for any violations of the grade rules or regulations.

Milk Prices

The March prices paid by condenseries for milk delivered by producers to the various plants show a still further decline. The average price paid per 100 lbs. by all condenseries in the state in February was $3.37. In March this average was $2.95 or a drop of 42c from the February average.

The outlook for April is far from bright as it is expected that there will be a further decline in the April raw milk market. Condenseries report an additional decline of 50c per case in the condensed milk market. This brings the total decline to $1.75 per case since January first. Just how much further the price may decline no one seems to be in a position to state. Resumption of heavy export trade seems to be the main hope but this is not likely while the exchange situation remains as it is.

The following table gives the prices in the various districts. Condenseries in the various towns have been classified as being in the following districts:

Chicago City Milk District: Beloit, Brooklyn, Burlington, Darien, Delavan, East Troy, Elkhorn, Footville, Genoa Junction, Lake Geneva, Milton Junction, Orfordville, Salem, Sharon, Shopiere, Stoughton, Walworth, Whitewater.

Milwaukee City Milk District: Merton, North Prairie, Racine, Waukesha, West Bend.

American Cheese District: Black Creek, Chilton, Denmark, Fox Lake, South Germantown, Greenville, Juneau, Manawa, Markesan, New London, Neillsville, Oconomowoc, Oostburg, Richland Center, Sawyer, Valders, Waupun.

Butter District: Bangor, Berlin, Bloomer, Cashton, Hillsboro, Johnson Creek, Jefferson, Lake Mills, Lodi, Menomonie, Middleton, Osseo, Reedsburg, Sparta, Sullivan, Watertown.

Foreign Cheese District: Albany, Belleville, Monroe, Monticello, New Glarus.

District	Price per 100 lbs.			Test Basis		Differential per 1% test		
	High	Low	Average	High	Low	High	Low	Average
Milwaukee City Milk	$3.65	$2.96	$3.15	4	Flat	4	4	4
Chicago City Milk	3.10	2.90	2.96	4	3.5	5	4	4.1
American Cheese	3.30	2.70	2.92	4	3.5	6	4	4.7
Foreign Cheese	2.83	2.75	2.78	3.5	3.5	4	4	4
Butter	3.44	2.75	2.95	4	Flat	8	4	5.5

Federal reports show that on March first there was 21,052,042 pounds of cased condensed milk on hand in this country as compared with 11,480,392 pounds on hand the same date last year or an increase of about 83%. The total increase in the amount of all condensed and evaporated milk on hand in this country on March 1, 1920, as compared with March 1, 1919, was 96.23%. During February, 1920, there was exported from this country 22,143,626 pounds of condensed and evaporated milk as compared with 49,389,574 pounds for the month of February 1919.

The price paid for milk and butter at cheese factories this month shows a decline from the price paid last month. The actual prices paid for milk at these factories is somewhat lower than the condensery price but when allowance is made for whey and skim milk returned to the farmer the average price is slightly higher than the price paid by condenseries.

The following table gives a comparison of the average price paid by those reporting for condenseries, butter factories and cheese factories. The figures represent averages for the state taken from reports received from plants in various parts of the state.

Factory	Price paid per 100 lbs.			Test		Differential per 1% test		
	High	Low	Average	High	Low	High	Low	Average
Condenseries	$3.65	$2.70	$2.95	4	Flat	8c	4c	4.46
Butter	3.00	2.50	2.68	4	Flat	7.8	3c	4.76
Cheese	2.90	2.15	2.63	4	Flat	7c	3c	5.3

The average price paid by cheese factories in February was $3.17 and for March was $2.63 or a decline of 54c per 100 lbs. The drop in the March price paid by butter factories amounted to 26c.

City Milk Prices

Following general declines in the raw milk market the city milk companies have lowered the price paid for milk to farmers and have passed the decline on by lowering the price to stores and consumers. The following table gives the prevailing prices in some of the cities of the state. There are approximately 46 quarts in 100 lbs. of milk.

City	Price to producers per 100 lbs. milk	Price to stores per quart	Price to consumers per quart
Ashland	$3.25	10	12
Chippewa Falls	3.25	10	12
Eau Claire	3.34	11	12
Green Bay	2.90	11	13
Madison	2.75	11	12
Marinette	3.29	12	13
Menomonie	2.89	11	12
Milwaukee	3.31	11	12
Racine	3.45	12	13
Superior	3.85	13	15
Wausau	3.35	11	12

Exchange

Plans have been finally worked out regarding the future work of the exchange list, and those interested along this line should note carefully the following provisions.

The exchange list will be published but once a month and will be combined with the month end issue of the Market News Letter. All listings must be in this office by the 20th of each month and they should give the person's name and address, amount and kind of product, price and any short remarks or descriptions. Listings will be printed but once unless a new request is sent in each time asking for continued publication. The listing will be made up of two sections; one containing lists of products for sale, the other lists of products wanted to buy.

It is not the intention of this office to list anything and everything that anyone has for sale. For many products there are established channels of trade through which the products may be sold. Other small products can often be sold by insertion of an advertisement in the local newspaper. Such things as good grade or pure bred live stock, feeds, and seeds are what is most wanted for listing. Any person can send in a list of what they have for sale or what they want to buy but this office reserves the right to omit from publication any part of a submitted list. This service is free to all persons and everyone interested is asked to send in his next list before April 20th. This division assumes no responsibility in any transaction made through these exchange listings.

For Sale:

Dairy Cattle

Guernseys—

35 head pure bred stock—H. W. Griswold, Salem.

3 head pure bred stock—Jacobsen Bros., Green Bay, R. No. 7.

8 head pure bred stock—Otis A. Market, Valders.

Jerseys—

3 head pure bred bulls—E. C. Jacobs Elk Mound.

Holstein—

2 head pure bred bulls—Chas. Baumgart, De Pere.

6 bull calves—Ernest Hanger, Freedom, R. No. 2.

1 pure bred bull—Henry W. Habermann, Monroe, R. No. 7.

Several young pure bred bull calves—Ole Soholt & Sons, Sarona.

5 pure bred bull calves, one heifer calf and one yearly record cow—Philip Lehner, Princeton.

About 50 head pure bred Holstein bulls—A. F. Gafke, Jefferson.

1 2yr. old pure bred Holstein bull—C. F. Jewell, Pine River.

Miscellaneous Livestock—

3 pure bred Percheron stallions—E. L. Benedict, Beloit.

Several pure bred Duroc Jersey gilts, spring pigs and one boar—Philip Lehner, Princeton.

115 western lambs—Ole Soholt & Sons, Sarona.

3 pure bred Shorthorn bulls—Jos. Metcalf, Glenn Haven.

6 young pure bred Red Polled bulls—R. Johnson & Son, Diamond Bluff.

Miscellaneous—

50 bushel selected Burbank potato seed—J. A. Becker, Hurley.

Certified seed potatoes—Prof. J. G. Milward, Madison.

Seed oats, corn, timothy and potatoes—J. W. Jung, Randolph.

Early Black Soy beans for seed—Herman Wirth, Antigo.

Seed oats and barley—H. E. Krueger, Beaver Dam.

Rose Comb Brown Leghorn eggs—E. D. Jewell, Red Granite, R. No. 1.

Wanted:

One or two cars white cedar posts—A. F. Borchert, County Agent, Rochester, Minn.

Live Stock

The hog market is steady with prime stock in good demand. Daily Trade Review figures show that during the winter season 1919–20 there were killed in the packing houses of Milwaukee and Cudahy a total of 532,130 head as compared with 737,928 for the same period last season. The average weight per hog was 220 pounds, yield of lard per hog 26.61 pounds and the average cost for the hogs ranged from $14.05 to to $14.50 per cwt. Prime heavy hogs have ranged the last week in Milwaukee from $14–$14.50; light butchers $14.50–$15.00 and mixed fair to best $13.75–$14.50. The top of the Chicago market Monday was $16.00. Good and choice stock ranged from $14.50–$15.25.

The cattle receipts at the large markets have been quite heavy of late and prices have been lower. The top for last week in Chicago was $15.00 per cwt. Some choice steers brought $13.75–$14.75 but the bulk of the offerings sold from $11.00–$13.25. Good to choice steers in Milwaukee range from $12.00–$14.00 per cwt. Good to choice calves range $16.75–$17.00. Choice ewes and wether lambs range from $18.00–$18.50, good to medium $17.00–$17.75. The strike of stock yard employees in Chicago is tying up the market there at present.

Grain

The wheat market is firm and prices tend upward. Published figures show the world available wheat supply on March first was 267,200,000 bushels as compared with 453,996,000 bushels a year ago the same date. In Milwaukee No. 1 Northern ranges from $2.75–$2.95, No. 2 Northern $2.70–$2.85. A hearing to be held April 2nd in Chicago will determine whether or not the present federal wheat grades shall be changed.

The barley market is firm with prices in Milwaukee for good to choice stock ranging from $1.60–$1.67. One car of choice Wisconsin barley for seed purposes recently brought $1.70 per bushel which is the highest figure for the present crop.

The corn market is generally strong. In Milwaukee No. 4 yellow ranges from $1.58–$1.59½ per bu., No. 4 white at $1.58–$1.59 and No. 4 mixed $1.56–$1.58. The oat market is steady with No. 3 white stock ranging from 94–95c. No. 2 Wisconsin rye sells for $1.78½ per bu.

Cheese

This division held a hearing at Plymouth on March 24th for the purpose of securing information as to certain conditions prevailing in the cheese industry of the state.

One of the things brought out at the hearing was that there are certain practices in the industry which greatly affect the quality of cheese being produced. Dealers told of various lots of cheese that are known as "off grades" and that such stock affected prices received for cheese in the state. This brought up the question as to whether or not certain definite grades should be established for cheese and it is the plan to make a further study of this matter and determine what action could be profitably taken along the line of establishing grades.

Another purpose of the hearing was to find out what variations there were in prices received for cheese sold through the various agencies now marketing Wisconsin cheese. Certain facts regarding the cheese board at Plymouth were brought out and it was mentioned that while only about three per cent of the cheese produced is sold on the board yet the price of cream cheese in the United States was governed to a great extent by the transactions on this board.

It is planned to continue studies and investigations of the cheese industry and collect information that will be of value to all, especially the consumer. Studies will be made of the cost of producing the milk, making the cheese, putting it on the market and finally getting it into the consumers' hands.

The cheese market of late has been firm and the movement has been quite active. The quality is generally fair to good and the production shows some increase. Daisies have been in good demand at prices ranging from 29½–31c per lb., with most sales at 30¾c. Twins range from 28½–29½ and Longhorns 29½–30½c. Demand on the Chicago market exceeds the supply of fresh cheese. Longhorns are ranging from 30½–31c, Twins 28c–29c and Daisies 30¼–31½. The Milwaukee market is steady with Twins at 28½–29c, Daisies mostly 30c and Longhorns 29½ –30c.

Federal reports show that holdings of American cheese in this country on March first this year were 24,154,976 pounds which is an increase of 245.6% over the amount held on the same date in 1919. During February 1920, 1,193,648 lbs., of cheese was exported from this country.

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 1, No. 14. Madison, Wis. May 5, 1920

Commodity Prices

Reports are being received each month from villages, towns and cities in all counties of the state showing the prices received from local concerns for products sold them by the producers and the prices paid to local concerns for products bought in small quantities, such as the average consumer buys. The figures apply to the approximate date of April 15th.

The average price over the state paid to farmers for 100 lbs. of potatoes in March was $4.07 while the April average was $5.28. This increase caused the retail average to jump from 4.9 cents a pound in March to 6.9 cents per pound in April. The average April price received for various grades of beef cattle showed an increase over the March price of 72 cents per cwt. which was reflected in an increase in the average retail price of round steak of 1.7 cents per pound. Likewise the average selling price of hogs increased 83 cents per cwt. in April and the average retail price per pound of pork chops increased 1. 1 cents.

All commodities in April however did not show an increase, for the retail price of a number of products showed a decrease. The March range in price paid to farmers per dozen of eggs was 32–55 cents, with an average of 39.6 a dozen. The April range dropped to 30–52 cents with an average of 36 cents a dozen. The average retail price followed suit and dropped from 45.2 cents in March to 40.9 cents in April. Average retail butter prices dropped from 65.7 cents a pound in March to 64.7 cents a pound in April. The average retail price per quart of milk dropped six tenths of one cent. The average price paid for a 49 lb. sack of best grade flour was $3.94.

The average of all reports received from farmers show the following prices were paid to them by local dealers: Mixed fowls 29 cents per pound, No. 4 yellow corn $1.66 per bu., No. 3 white oats 98 cents per bu., No. 3 wheat $2.45 bu., No. 1 timothy hay $26.48 per ton.

Milk

The average April price paid for milk by condenseries of the state was but four cents less than the average price for March. However, the range in prices paid by various condenseries narrowed down during April, during which month the range was $2.60 to $3.26 per cwt. while in March the range was $2.70 to $3.65 cwt. The March averge was $2.95 cwt. and the April average $2.91 cwt. This April average is slightly higher than the average for United States as a whole, the April figure being $2.82 cwt.

The condensed evaporated milk market is reported as being stronger, due to an increased demand for stocks of both the sweetened and unsweetened milk. The unsweetened product at one time this spring reached the price of $5 per case but recently, because of increased demand, the price has raised, and it now sells at about $5.75 per case. This increased price is going to make it possible for condenseries handling this product to pay a higher price for milk during May than is usually paid during that month. According to Federal reports stocks of all condensed and evaporated goods in the U. S. on April first of this year were 78% greater than those held on April first of last year.

The following table shows the April prices paid by the various condenseries of the state. The plants are put into various districts depending on the class of competition they must meet to secure milk.

District	Price per 100 lbs.			Test Basis		Differential per .1% Test		
	High	Low	Ave.	High	Low	High	Low	Ave.
Milwaukee city milk	$3.25	$2.90	$3.10	4	3.5	6	4	5
Chicago city milk	2.95	2.75	2.82	4	3.5	5	4	4.5
American cheese	3.15	2.65	2.90	4	3.5	6	4	5
Foreign cheese	2.90	2.75	2.79	3.5	3.5	4	4	4
Butter	3.26	2.60	2.93	4	Flat	5	5	5

The average prices paid by butter factories during April showed a considerable increase over the March average. Figuring on a basis of 4% milk the April average was 25 cents higher than the March average. The general good condition of the butter market no doubt accounts for this increase. Some creameries that were closed temporarily because of being unable to meet condensery competition have, because of present prices, been able to reopen and again make large quantities of butter.

The condition of the cheese market has not been so favorable as the butter market and consequently there has been practically no change in prices paid by cheese factories. The average in fact for March and April was the same, it being $2.63 for both months.

The following table shows the range and average price paid for milk by condenseries, city milk companies and butter and cheese factories. It will be noted that for April the average price paid by butter factories was slightly higher than that paid by condenseries while the price paid by cheese factories was the lowest. The average price paid by city milk companies was the highest, which thing is generally true throughout the year. In noting the prices paid by cheese and butter factories it should be remembered that in addition the farmer receives from these two sources an added value in the form of returned whey and skim milk.

Price paid per 100 lbs.

	High	Low	Ave.
City milk companies	$3.40	$2.75	$3.12
Butter factories	3.24	2.64	2.93
Condenseries	3.26	2.60	2.91
Cheese factories	3.00	2.34	2.63

(Continued on Page 4)

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L. G. Foster - - - Asst. Director

W. P. Jones, - In charge of Fruits and Vegetables.
B. B. Jones, - - In charge of Market News, Inspection and Standardization.
Alvin C. Reis - - - - - Legal Adviser

Entered as second-class matter February 4, 1920, at the post office at Madison, Wisconsin, under the Act of June 6, 1900.

Statement of the Ownership, Management, Circulation etc., Required by the Act of Congress of August 24, 1920.

Of Market News Letter, Published bi-monthly at Madison, Wisconsin for April 1, 1920.

State of Wisconsin, County of Dane ss. Before me, a notary public in and for the State and county aforesaid, personally appeared B. B. Jones, who, having been duly sworn according to law, deposes and says that he is the Editor of the Market News Letter, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations.

1. That the names and addresses of the publisher, editor and business managers are:

Publisher Division of Markets, Edward Nordman, director, Madison, Wisconsin; Editor, B. B. Jones, Madison, Wisconsin.

2. That the owners are: State of Wisconsin.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

B. B. JONES,
Editor.

Sworn to and subscribed before me this 12th day of April, 1920.

Alice Fitz Gibbon,
(Seal) Notary Public.

(My commission expires Aug. 11th, 1922.)

Residing Madison, Wisconsin.

The Bureau of Crop Estimates of the U. S. Department of Agriculture announces that because of lack of appropriations it will be necessary to discontinue some of its work in making crop estimates. Such a situation is to be deplored and the farmers of the country will suffer from this false economy on the part of congress. The government is doing all too little now for the farmer without further reducing its efforts to aid him in his work of producing food for the people of the nation.

Many complaints come to this office from farmers about some dealer whom they think has been unfair or cheated them in one way or other. At the same time we are receiving complaints from dealers who have been caused heavy losses by farmers or farmers associations because these farmers or their association had failed to live up to their word or contract. This has been true this year especially in seed potatoes where farmers contracted earlier in the year and when prices advanced failed to keep their contracts. Honesty and the use of right business principles must be practised by farmers as well as by dealers. If this is not done they are both losers.

Cooperative Organizations

This division is greatly interested in cooperative marketing organizations and is very willing to assist any group of individuals in the formation of a cooperative organization. The division is prepared to furnish speakers for organization meetings and has specialists who will assist in drawing up an accounting system for such associations. For the next few issues the News Letter will write a short account of some of the successful cooperative associations now operating in the state. Cooperative organizations are not always a success but this is largely due to their either being poorly organized or having poor management.

Some time ago a report was made on the Wisconsin Cheese Producers Federation which is one of the highly successful cooperative organizations of the state. Very comparable with the success of that organization is the success attained by the Door County Fruit Growers Union of Sturgeon Bay.

Cherries are the main crop handled by this Union but in addition they handle such small fruits as strawberries, gooseberries, currants and raspberries. All the fruit handled last year amounted to 210,211 cases which amounted to $554-272.98 in net sales. The cost to stockholders for the marketing of this large crop was 4 cents per case while non members were charged 10% of sales.

In addition to efficiently marketing the crop the Union buys for members various articles such as spray material crates, fertilizers and miscellaneous supplies, thus saving the growers much money. The total annual business for the season of 1919 amounted to $607,-483.99. The Union has about 260 members.

The Union is a good advertiser of its products and altogether can be classed as an efficient organization, a sample of what can be accomplished by a well organized and properly managed cooperative association.

Wool

The work of organizing the Wisconsin Division of the Fleece Wool States Growers Association is being pushed forward at this time, meetings being held in all parts of the state at which time the organization work is taken up. The growers are taking a hold of the work in fine shape and the outlook for this year's pooling operations are very bright.

The wool marketing division of the Equity is also being organized and is lining up growers who will market through their organization. Every Wisconsin wool grower should be a member of either one of these two cooperative wool marketing organizations, and interested parties should write to either P. J. Stevens, Cylon, who handles the Equity wool marketing, or W. F. Renk, Sun Prairie, Secretary of the Fleece Wool States Growers Association.

Prices are ruling firm on all fine wools especially in foreign markets. The movement of low grade wools however is slow and easy, nothing under half blood selling freely. Financial conditions and transportation facilities are affecting the activity of dealers on the market and the general policy at present is to let growers consign their wool. In general though the trade is steady with quarter blood selling at 50 cents, three eights blood at 55–60 cents, half blood at 62–71 cents and common and braid at 28–30 cents per lb.

Potatoes

About nine tenths of the potato warehouses in the state are now closed, which indicates that the season is fast drawing to a close. Shipments have decreased from the 30 to 50 cars daily average of two weeks ago to 10 to 14

cars at the present time. As predicted in a previous letter the season will practically be over by May 10th as only scattering shipments will be moving after that time. Warehouses are now busy checking over the season's work and as one warehouseman stated recently "Our books will show we made a good profit this year but we need it to make up for some of last year's big losses."

Up to and including May 4th Wisconsin has shipped 17,167 cars of potatoes which number is considerably short of the original estimates made last fall. Shipments of new potatoes are increasing and the markets will soon be turning from the old stock to the new for their main supply.

Prices have declined slightly within the past few days especially on the larger markets. What few are now being bought from farmers in the state are changing hands at a price ranging from $6.00 to $6.50 cwt. U. S. Grade No. 1 sacked Wisconsin stock on the Chicago market sold May 3rd for as high as $7.10. Poorly graded stock sells as low as $6.75 cwt. Milwaukee quotes Wisconsin potatoes at $6.65–$6.75 cwt. on track.

The new potato market is firm being quoted in Milwaukee at $26–$27 a barrel for No. 1 Florida white stock. It has been reported that large contracts have been made in Texas for potatoes in the field, at prices ranging from 6 to 8c a lb.

Sugar Beets

Federal reports show that in 1919 Wisconsin was the eigth state in sugar beet production and the total amount of sugar made in the state was 10,636 tons, as compared with 13,358 tons in 1918. The average yield of beets per acre was 9.71 tons and the average extraction 10.07 per cent. The average price paid to farmers for beets was $12.02 per ton as compared with $10.00 in 1918.

Contracts have been and are now being made with farmers for the production of beets for this year's crop. There has been some dissatisfaction amongst the growers with the contracts offered by the sugar companies, as many growers feel they are not being paid a just amount. Just how this will affect this year's production of beets is hard to state at this time.

Dairy Markets

The butter market is firm in most cities although there has been quite a decline in price on the eastern markets due to increased supplies. The production is on the increase and quality averages good. Danish, Argentine and returned storage butter from France are being sold now on eastern markets. 92 score butter in Chicago closed last week at 61½–62c pound. Eastern markets ranged from 64–66c. Centralized carlots were quoted at 61½c in Chicago. Milwaukee quotes fresh Creamery at 63c with fresh dairy stock selling at 45–50c lb.

The cheese market is quiet and movement generally light. The range of prices at Wisconsin primary markets at close of the week were Flats 28–29c; Twins 27–28c; Daisies 29–31c and Longhorns 29½–30½c per lb. Stocks of cheese is cold storages of Chicago were about four times larger on the first of the month than they were on the same date last year.

The egg market is generally firm with receipts only moderate and buyers are keeping the market pretty well cleaned up. Stocks in cold storages of large cities are less than half as great as those on hand at this time last year. In Milwaukee fresh country candled current receipts have ranged from 37½ 38½c a dozen, with seconds at 33–34c.

Exchange

The following exchange list represents lists sent in since the last issue of the Exchange. The Exchange is issued once a month and no listings are repeated unless a request for repeated listing is sent to this office. This service is free but the division assumes no responsibility in any transaction made through these Exchange listings. Listings should be submitted before the 20th of each month and this office reserves the right to omit from publication any part of a submitted list. Parties interested in buying any of the listings should write direct to the address given with each listing.

FOR SALE

Guernseys—

3 pure bred bulls, 5mos. old at $100 each; 3 heifer cows, pure bred at $200 each—J. N. Kavanaugh, Co. Agr. Agent, Green Bay.

4 pure bred bulls—D. F. Gates & Son, R. No. 1, Plover.

1 bull, 10 mos. old—William Griffin, Salem.

Holstein—

8 pure bred bulls, 2 to 10 mos. old, ranging in price from $60 to $100—pure bred bull, 3 mos. old, $200,—2 yr. old pure bred bull, $125,—J. N. Kavanaugh, Co. Agr. Agent, Green Bay.

2 registered Holstein bulls—J. A. Becker, Hurley.

1 pure bred bull, year old—C. A. Phillips, R No. 3, Kensoha, care Stephenson Farm.

2 pure bred bulls, one 3 yrs. old, one 8 mos. old—William Griffin, Salem.

3 pure bred bull calves about 5 mos. old, and herd sire, 2 yrs.old—William Buck, R No. 3, Burlington.

8 or 10 car loads of grade Holsteins (all ages); 1 registered bull, 11 mos. old—Nick Paltzer, R No. 5, Appleton.

8 carloads of Holstein cattle,—cows, $125 up; two year olds, $100, yearlings, $50 up; pure breds, $300 up; young bulls, $150 up—Wm. Menning, Appleton.

Short Horns—

10 bulls; heifer cows—P. N. Collins, River Falls.

Short Horn Cattle—Co. Agr. Agent, Janesville.

Ayrshire—

35 head of Ayrshire cattle—H. E. Bell, Fisher Bldg., Chicago.

Hogs—

Registered Duroc Jersey pigs—J. A. Becker, Hurley.

Poland China Pigs—P. N. Collins, River Falls.

Spotted Poland China Hogs—A. W. Burdick & Son, Props., Salem.

Horses—

1 black mare, 8 yrs. old, weight 1300, —B. J. Gillmore, Bristol.

Pure bread stallions and mares—John P. Ludwig, R No. 28, Salem.

Seed Corn

Golden Glow (Wis. 12); Early Yellow Dent (Wis. 8); Silver King (Wis. 7) Murdock Yellow Dent (Wis. 13)—Wisconsin Experiment Assoc., Madison. White Dent 98–100, $5 per bushel—H. B. Bell, Fall River.

Limited amount of pure Golden Glow. Orders will be booked if accompanied by cash at $5.00 per bu.—John W. Van Liere, R No. 28, Salem.

Potatoes—

Car Green Mt. seed potatoes—Equity Market & Supply Assoc., Merrill.

Car certified Canadian potatoes—J. C. Famechon Co., Minneapolis, Minn.

Early Rose Seed Potatoes—B. C. Johannes, Stevens Point, No. 2 Bliss Triumphs—A. Firkus, Stevens Point.

100 bushel Rural New York seed—Green Gables Fruit & Dairy Co., Sturgeon Bay.

10 bushel Green Mountain Seed—J. W. Malder, Brantwood.

135 bushels certified Bliss Triumphs—Dickson Bros., Almena.

MISCELLANEOUS

250 bushels Alaska Peas—Co. Agr. Agent, Oconto.

200 bushels Green Peas—C. J. Larson, Mason.

500 No. Extracted Buckwheat Honey J. D. Millar, Menominee.

50 bushels Beans—A. G. Lidburg, Gordon.

WANTED

Heifer calves, either Holsteins or Guernseys—J. F. Newton, Black River Falls.

Live Stock

The railroad situation is reported as being considerably improved and more live stock is now being moved to the larger markets. The market on steers in Chicago has been steady with the bulk moving at prices ranging from $10.50–$13.50 cwt. The top for the past week was $14.50. The price on veal calves recently dropped $1–$1.50 cwt.

Trading in hogs has been steady. Chicago sales range from $15.25–$15.60 for light hogs and bulk of heavy stock has been moving at from $13.75–$14.65. In Milwaukee light stock moved at $14.50–$15.10 and heavy stock at $13.50–$14.25 cwt. Sheep are steady with medium stock in Chicago selling at $19.50–$20. In Milwaukee choice stock sold for $18–$18.50.

Grain

All indications point to a world wide shortage of wheat during 1920 and indications are at the same time for a world wide increase in the demand for wheat. The winter wheat crop for 1920 is estimated at about 425,000,000 bushels.

In Milwaukee prices for No. 1 Northern ranged from $3.10–$3.25 bu., for No. 2 $3.00-$3.20 and No. 3 $2.95-$3.05.

The corn market is quoted as firm, white stock is scarce and selling in Milwaukee at $1.75–$1.76 for No. 3 grade; No. 3 yellow $1.74–$1.75 and No. 3 mixed $1.73–$1.74 bu. No. 3 white oats are bringing around $1.08 bu. on a quiet market. The barley market is firm with a good demand prevailing, No. 4 stock ranging from $1.74–$1.78 per bu. Rye prices are lower with No. 2 at $2.10–$2.11 bu.

Special Notices

The U. S. Bureau of Markets issues a weekly publication called "The Market Reporter." It contains valuable marketing information and is sent free upon written application to the Bureau at Washington, D. C. Applicants should give their name, address, occupation and list of reports now being received from the U. S. Bureau of Markets.

All embargoes on shipments to Milwaukee are now lifted and patrons of that market can ship there without any difficulty.

(Continued from Page 1)

A final review of prices for 1919 published by the Federal Bureau of Markets includes the following statement: "The weighted average price paid to producers by market milk dealers supplying more than one hundred of the larger cities of the United States, was 35 cents per hundred weight more than the weighted average yearly price paid by the majority of condensed milk manufacturers of this country. The average market milk price paid to producers was approximately 50 cents more per hundredweight of whole milk testing 3.5% of butterfat than the estimated returns of producers who marketed only butter fat through cooperative creameries and fed the skim milk to livestock on their farms. Compared with the estimated returns for 3.5% milk marketed through cooperative cheese factories, the average of market milk prices was approximately 45 cents per hundred weight higher. The average of prices paid by condenseries, on the other hand, was but 15 and 10 cents higher, respectively, than the estimated returns for milk of the same butter fat test marketed through creameries and cheese factories."

City Milk Prices

The April milk prices paid to producers by most city milk companies were slightly lower than the March prices. The average March price paid by city milk companies in nine of the leading cities was $3.26 per cwt. while the average April price for these same cities was $3.14. The March average price to consumers per quart in these cities was 12.55 cents while the April average was 12.44 cents.

The following table gives the buying and selling price of milk in a number of the leading cities in all parts of the state. There are approximately 46.5 quarts in 100 lbs. of milk.

City	Price to producers per 100 lbs. milk.	Price to stores per quart.	Price to consumers per quart.
Appleton	$2.85	11	12
Ashland	3.25	10	12
Chippewa Falls	3.25	10	12
Janesville	2.75	13	14
Kenosha	3.40	13	14
La Crosse	3.30	12	13
Madison	2.75	11	12
Marinette	3.20	12	13
Menominee	2.90	11	12
Milwaukee	3.16	11	12
Racine	3.30	12	13
Superior	3.35	12	14
Wausau	3.15	11	12

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 1, No. 15. Madison, Wis. May 21, 1920

Commodity Prices

The reports, concerning prices of certain food products, received this week from all parts of the state, present some interesting figures. Retail prices of the much-talked of commodity, namely, sugar, ranged over the state from 21 and 35c with a general average for all reports of 28.2c per pound. This is to be compared with the March average of 21.08c per pound. The retail price on the other much-talked of food product, namely, potatoes, ranged from 4 to 10c per pound with the general average for the state of 7.1c. This is to be compared with the average of 6.9c for April and 4.9c for March. Flour, another important commodity, advanced in price, the April average for the state being $3.94 for a 49 pound sack of the best grade with an average for May of $4.59.

Prices on all commodities did not raise, however, as the retail prices of butter, eggs and milk show a slight decline from April prices. The retail price of butter in March averaged 65.7c a pound, in April, 64.7c, and in May 64c. Eggs sold by the farmer brought him prices ranging from 30 to 45c a dozen with a state average of 37c. The retail price, however, ranged from 35 to 55c with an average of 39.2c per dozen as compared with the April average of 40.9c and the March average of 45.2c. Milk brought the farmer an average price for the state of $2.80 per cwt. The retail milk price over the state varied from 8c per quart in some small villages to 14c in some cities with an average for the state of 11c a quart which is .4c a quart lower than the April average.

The average price paid to farmers about May 15 for hogs was $13.00 per cwt. while pork chops retailed at an average price for the state of 32.4c a lb. Various grades of cattle averaged the farmer $8.42 a cwt. and round steak retailed at an average price of 31.5c a lb. The following prices are the state average price received by farmers for various products: Mixed fowls, 27.3c a lb.; yellow corn, $1.71 a bu.; wheat, $2.44 a bu.; barley, $1.48 a bu.; oats, $1.07 a bu.; and timothy hay, $28.42 a ton.

Potatoes

Shipments of Wisconsin potatoes have dwindled down to as low a figure as 7 cars a day. That figure is in contrast to the shipments during the heavy movement when, on several days in October, more than 200 cars per day were shipped. The largest day's shipment for the season was 259 cars on October 23rd, 1919. There will be scattering shipments from now on until after planting is over, when the final windup of the season will show the total shipments to be approximately 17,500 cars. The total shipments for the season up to an including May 17th amount to 17,282 cars.

Market conditions and prices are rather changeable at this time of year and the price being paid at loading stations varies considerably at the different points. $6–$6.50 per hundred pounds is the average price to farmers for U. S. Grade One Stock. The condition and quality of the stock at this time is generally good considering the lateness in the season. There is some poor stock, however, arriving at the central markets and this is injuring the market.

Wisconsin Round Whites, U. S. Grade No. 1 on the Chicago market are bringing from $7.25–$7.50 per cwt. There is some Canadian stock being sold in Chicago, but it is red and white stock mixed and has such a wide range in quality and condition that it is only bringing $5–$6 per cwt. The demand for new potatoes on the large markets is good and the market generally firm. Texas Bliss Triumphs sacked and field run are ranging from $9–$9.50 per cwt. in Chicago. Milwaukee quotes this stock at $10 a cwt. and old stock at $7.10–$7.40 a cwt.

City Milk Prices

The price paid to producers for milk during May by city milk companies is slightly lower than the April price. The average May price for the companies reporting in both April and May is 9.2c a cwt. below the April average. The average May retail price of these same companies showed a decline of one-tenth of a cent per quart.

The recent report by this Division on the Milwaukee milk problem revealed some interesting facts. It showed that returns on investment of milk dealers in 1919 ranged from a loss of 37% to a profit of 27%. The actual net profit on each quart of milk accruing to the four most successful distributors ranged from 1.8 to 4.6 mills. Computing on a year's basis and assuming other elements constant, a decrease of 10c per eight-gallon can in the price paid by dealer to the farmer justifies the public in demanding a decrease of ½c in the price per quart charged by the distributor to the consumer. Upon the same basis a raise of 10c per eight-gallon can in the price paid to the farmer compels the distributor to raise the consumer's price ½c per quart or face loss.

Retail milk prices in Milwaukee during the year fluctuated very little. For seven months of the year the retail price of one quart of standard milk was 13c; in the other five months the price was 12c. Taking the figures of one of the more successful companies, the 13c paid by the consumer was distributed as follows: To producer, 9.971c; Wages and salaries, 1.716c; Other expense, 1.131c; Profit to dealer, .182c.

While conditions in Milwaukee are somewhat different than in most other cities of the state, the few foregoing figures will give a slight idea of the city

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MARKET NEWS LETTER
Published Twice a Month by
THE WISCONSIN DIVISION
OF MARKETS

Subscription Free on Application

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Entered as second-class matter February 4, 1920, at the post office at Madison, Wisconsin, under the Act of June 6, 1900.

Of 227 cities in the United States each having an approximate population of 30,000 or more, more than half (128) had municipal markets in 1918. The municipal market is finding considerable favor in Wisconsin and some cities have developed an efficient market that is patronized heavily by both producers and consumers which means a great saving to the consumer and larger returns to the producer. Just how far a municipality should go in the business of buying, selling, storing and distributing of food products is somethng that must be worked out, and by the trying out of several different methods some system may finally be worked out that will prove satisfactory to all concerned.

A serious situation is brought to light in the figures given by the Department of Agriculture which show that in Michigan there are 18,332 good fertile farms that are idle this year. City life has become more attractive and city work more remunerative than farm work and thus around a million and a half acres of land in that state alone will fail to produce because of the lack of man power. It is absolutely certain that such reductions in production will only add to the high cost of living, and with conditions such as this getting worse instead of better it means a serious condition of affairs in this land. The solution lies in the making of farm life more attractive and above all, making it a better-paying proposition, and when this is done people will be attracted to farms instead of being driven away from them as is the case at present.

Inspection

The Division of Markets now maintains an inspection service on fruits and vegetables and stands ready to make such inspections when called upon by anyone. Certificates which are accepted as prima facie evidence in the state courts are issued, showing the exact conditions prevailing at the time of the inspection. Applications for inspections to be made in any part of the state should be made to this office.

Another branch of the inspection service is being contemplated at the present time. This consists in placing inspectors at shipping points to inspect cars before shipment. This service for this fall would, under present plans, take in only potatoes, cabbage and honey on which grades have been established by the Division. Inspectors would be appointed and trained by this office and would be empowered to issue official inspection certificates.

The matter of whether or not this contemplated service will be established this year in Wisconsin is to be determined at a meeting of shippers to be held in Milwaukee, Friday, May 21st. The service is now in operation in Nebraska, Colorado and Idaho and results have been highly satisfactory. California, New Jersey and other states plan to establish such a service by fall. Conditions may not be right at this time for establishing the service in the state but it is bound to come in the near future, as shipping point inspection is rapidly being recognized as an important factor in banishing some of the evils and correcting some of the bad practices that now cause trouble in the produce business.

If it is found unwise to install a full system of shipping point inspection this fall there will no doubt be arrangements made to carry on some modified form of the service with the view of finally working into a fully established inspection service. This Division has no other idea in mind than to help make it easier for producers and shippers to carry on their business for it is recognized that where it is possible to do away with many losses now occurring in the business the beneficial results will be felt by everyone along the line from producer down to and including the consumer.

Cooperative Organizations

As recently announced, a short description of a successful cooperative organization in the state will be given in each issue of the News Letter for the next few issues. The one chosen for this time is the Northwest Produce Company of Waupaca.

This Company, organized in 1915, has become a big factor in the potato industry in and around Waupaca. Two houses are now operated by the Company, one at Sheridan and the other at Waupaca. The early history of the organization is filled with many stories of hard struggles and near failures but by steady hard work and the gradual building up of a sound business administration the organization has reached a point now where it can feel safe and the members can feel that their loyalty to the organization has resulted in great gain to them.

The big factor in cooperative organizations as in other business concerns is the use of good sound judgment and the ability to operate on a successful business basis. This organization is indeed fortunate to have a manager who has good judgment and uses practical business policies in carrying on the work of the Company, and because of this the Northwest Produce Company is recognized as one of the leading factors in the potato industry in central Wisconsin.

As stated before, potatoes form the great bulk of their business, but in addition such things as flour, feed, cement, fertilizers, livestock and farm machinery are handled at large savings to the members. The organization has about 250 members, each one having one vote in business meetings. Loyal members and a good board of directors all working together with a good business manager have brought results and the Company stands as a worthy example of what can be done in the line of cooperative organizations.

Car Shortage

The transportation problem is becoming extremely serious especially with the agricultural interests of the state. The first problem shippers meet with is to secure cars in which to load their products. Because of the shortage of cars many elevators are filled with grain, livestock shippers are experiencing difficulty in getting a sufficient number of cars to move their stock to market and there is a general shortage of refrigerator cars.

The second problem shippers must contend with is getting their cars delivered. Buyers are also experiencing this difficulty. One case recently came

(Continued on page 4)

Milk

The average price paid for May milk by condenseries in the state remains practically the same as for the month of April. The highest price paid in April was $3.26 per cwt. while in May it was $3.17. The lowest price paid, however, remained the same at $2.60. Those condenseries located in the city milk belts, particularly the Milwaukee milk belt, continue to pay the highest prices. The average prices paid by condenseries in the cheese and butter belts dropped some, due most likely to the fact that on account of the decline in the cheese and butter markets it was not necessary for the condenseries to meet high competition in order to secure milk.

The condensed milk market is reported as being stronger and the demand on the increase. The unsweetened product recently experienced another raise and the price is now $6.00 a case. Due to the shortage of sugar the sweetened product is especially meeting with a heavy demand and now sells around $10.00 a case.

The following table shows the May prices paid by the various condenseries of the state. The plants are classified into various districts depending on the class of competition they must meet to secure milk:

District	Price per 100 lbs.			Test Basis		Differential per .1% test		
	High	Low	Ave.	High	Low	High	Low	Ave.
Milwaukee city milk	$3.17	$3.00	$3.11	4	4	8c	4c	6c
Chicago city milk	3.00	2.70	2.85	4	3.5	5	4	4.5
American cheese	3.00	2.60	2.80	4	3.5	6	2	4
Foreign cheese	2.75	2.70	2.72	3.5	3.5	4	4	4
Butter	3.00	2.65	2.88	4	3.5	5	4	4.5

The average price paid by butter factories shows a considerable decline, due no doubt to the drop in the butter market. Cheese factory prices remain fairly constant, but are still below the average price paid by the competitive factors. The following table shows the high, low, and average price paid by the city milk companies, condenseries, and butter and cheese factories. The prices quoted for the city milk companies are based on a flat price, while those of the condenseries and butter and cheese factories have all been figured out on a 4% test basis.

Price paid per 100 lbs.

	High	Low	Ave.
City milk companies	$3.30	$2.68	$2.98
Condenseries	3.17	2.65	2.92
Butter factories	3.04	2.32	2.77
Cheese factories	3.24	2.25	2.64

In addition to prices received for milk delivered to butter and cheese factories the farmer receives added value in the form of returned whey and skim milk.

Honey

Copies of the standards for grades of comb and extracted honey which were recently established by this Division will soon be ready for distribution and it will be noticed that the regulations provide for the marking of containers to show the grade and color of honey therein.

The only stamps that can be used in marking containers are those issued by this office and orders for these rubber stamps are now being solicited from the beekeepers. These stamps are furnished at cost price and all beekeepers of the state who expect to sell any honey this should send in their order for stamps at once if they have not already done so. More detailed information regarding the honey grades and the issuing of stamps can be secured by writing this office. Stamps already ordered by beekeepers will be sent out as soon as they are received from the manufacturers, which will be in about four or five weeks.

Reports reaching this office indicate that many colonies of bees were lost this past winter and this spring due to foul brood and other diseases and to large numbers of bees starving to death because of lack of feeding stores. Because of the scarcity of sugar many beekeepers appealed to this office for help and we were able to secure sufficient quantities of sugar for many beekeepers to enable them to tide their bees over. On account of the loss of many bees and the unfavorable spring the marketable surplus of honey in the state may be cut down some this year.

Because of the sugar shortage the demand for honey has increased and the market has strengthened considerably. There is, however, practically no honey in the hands of producers in the state and the change in conditions concerns only dealers having honey on hand.

Exchange

The last date each month on which items to be included in the exchange list will be accepted has been changed from the twentieth of each month to the first of each month. Therefore any persons having any kind of livestock, farm crops, etc., for sale may submit their list any time between now and June first. The next issue of the exchange list will be printed in the June 5th issue of the News Letter. The exchange list hereafter will always be published in the first issue of each month which as far as possible will be issued on the fifth of the month.

It is hoped that all persons in the state will feel free to make use of this exchange service. There is no charge whatever for the service and all lists of farm products that are for sale or that someone may want to buy will be accepted for publication in accordance with the regulations under which the exchange operates. Lists are solicited from county agents, farmers' organizations of all kinds and from individuals or firms dealing in farm produce. Don't forget to send in your list to the Division of Markets, Madison, by June first.

City Milk Prices

(Continued from Page 1)

milk business and some of the figures quoted for Milwaukee will be relatively correct for some other cities of the state. The following table gives the buying and selling price of milk in a number of the leading cities in all parts of the state. There are approximately 46.5 quarts in a hundred pounds of milk:

	Price to Producers per 100 lbs. milk.	Price to Stores per quart	Price to Consumers per quart
Appleton	$2.90	10.5	12
Ashland	3.25	10	12
Beloit	2.70	12	13
Green Bay	2.85	10	12
Janesville	2.70	13	14
Kenosha	3.40	13	14
Madison	2.70	11	12
Marinette	2.68	11	12
Milwaukee	3.16	11	12
Racine	3.15	12	13
Superior	3.30	12	14
Wausau	3.00	11	12

Wool

The work of organizing wool growers for the purpose of pooling Wisconsin wool is continuing and a large percentage of Wisconsin wool this year will be sold either through the pool operated by the Equity Society for its members or through the Wisconsin Division of the Fleece Wool States Growers Association. Both orgnizations have made arrangements to handle their wool at local points and to have charge of it until finally sold. Wool growers of the state are urged to join either one of these two organizations. Complete information concerning the above mentioned organizations can be secured by writing W. F. Renk, Sun Prairie, Secretary of the Fleece Wool States Growers Association, and to P. J. Stevens, Cylon, of the Equity Society.

The Fleece Wool States Growers Association plans to sell its wool on the basis of grade. Questions are often asked regarding these grades or classes. The following points will answer some of the questions commonly asked.

Wool is classed into clothing and combing wool. Clothing wools are less than two and one-half inches long. Combing wools are two and one-half or more inches long, and the fibers must be strong enough to withstand the combing process.

The grades of the two classes and the breeds of sheep producing them are as follows:

Combing Wool

Grade	*Breed of Sheep Producing It*
Fine and Fine Medium Staples.	Merino and Rambouillet.
½ Blood Staple	Merino, Grade Merino and Rambouillet, sometime Southdown.
⅝ Blood Staple	Shropshire, Hampshire, Southdown, sometimes Oxford and Western sheep.
¼ Blood Staple	Shropshire, Hampshire, Oxford.
Low ¼ Blood Staple	Long wool grades, Cheviots, and some Oxfords.
Braid	Long wool breeds.

Clothing Wool

Grade	*Breed of Sheep Producing It*
Fine and Fine Medium.	Merino and Rambouillet.
½ Blood	Merino, Rambouillet and grades of same, sometimes Southdown.
Medium	Southdown, Shropshire. Hampshire, Oxfords and Westerns.

Dairy Markets

The butter market is easy with dealers selling freely to keep stocks cleared. Eastern markets are easy and prices show slight declines. In Chicago 92 score butter ranges 57-57½c and in Milwaukee 58c. Future delivery sales for June have been made at 54c. Centralized lots are bringing 56½-57½c.

The cheese market is fairly active with a good demand prevailing. Storage stocks in primary and central markets are being drawn upon freely. Sales of May 17th on Plymouth Exchange were as follows: Twins, 27¼c; Daisies, 28¼c; Longhorns, 29c; Young America, 29c; and Square Prints, 29½c.

The egg market is steady with dealers making an effort to keep stocks reduced. In Milwaukee fresh country candled stock is bringing 38–39c a dozen.

Live Stock

Milwaukee live stock prices range as follows: Hogs, heavy, $13.50–$13.75 cwt.; light, $13.50–$15.25; Cattle, Steers, good, $11.75–$13.50; medium, $8.25–$11.50; fair, $6–$8. Calves, good to choice, $11–$11.50. Sheep, choice ewes, $18–$18.50; good to medium lambs, $17–$17.75.

Grain and Hay

Milwaukee grain and hay prices range as follows: Barley, $1.80–$1.86; bu. Corn, $2–$2.04; Oats, $1.11½–$1.13½; Rye, $2.$2–$2.$7; wheat, No. 3 Northern, $3.10–$3.25; No. 1 Timothy hay, $38–$39.00 a ton; No. 1 clover, $34–$36. Straw, $14.25–$15.00.

Storage Stock

The following figures show the amount of stocks held in the storages of the state.

Commodity	On hand Apr. 1	Received During Month	Withdrawn During Month	On hand Apr. 30
Beef (all kinds), lb.	700,590	7,294	362,160	545,724
Veal, lbs.	99,215	177,426	169,316	107,325
Mutton and lamb, lbs.	52,458	23,805	19,651	56,612
Pork (all kinds), lbs.	719,334	232,249	273,950	677,633
Lard, lbs.	154,475	196.492	75,000	275.967
Fish, lbs.	207,663	51,873	150,996	108,540
Poultry, lbs.	371,802	27,796	147,184	252,414
Eggs, doz.	19,065	961,410	13,050	867,425
Butter, lbs.	18,015	25,042	13,759	29,298
Oleomargarine, lbs.	3,413	6,409	8,046	1,776

Car Shortage

(Continued from Page 2)

to the attention of this office of cars being checked to a place which was only about one hundred miles from the shipping point and the cars were nearly a month going that far. Another instance was of cars of flour and feeds not yet arrived having already been on the way nearly three weeks with the shipping points only two to three hundred miles away. Many more examples could be cited to show what shippers must contend with at the present time. It behooves every shipper to carefully study the situation and govern his business accordingly.

Certain rules governing the distribution of empty cars have been given out by the American Railroad Association and shippers will do well to follow them in ordering and loading cars. These rules are as follows:

(1) Each shipper will inform the carrier's agent each Saturday what he will have for shipment;

(2) Each shipper shall make a written order on the agent for cars needed telling number, destination, date on which he wishes to load, etc.;

(3) Copies of order by a shipper located on more than one carrier shall be filed with each carrier;

(4) Cars will not be furnished in excess of shippers' ability to load promptly;

(5) When a shipper's pro rata of available car supply is a fraction of a car, the fraction will be carried to his credit;

(6) "Prompt loading" means that a car placed for loading not later than 10:00 A. M. must be loaded and billing instructions tendered before the close of the same day.

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 1, No. 22. Madison, Wis. September 15, 1920

Potatoes

The warehousemen of the state are busy getting their warehouses ready for the big rush that is soon to be upon them. Most of the warehousemen are not buying now due to the immature stock being brought in. Last year many of the shippers suffered heavy losses early in the fall because of their eagerness to get into the game early. This year many of the houses are going to refuse to buy until such a time as the stock can be safely handled.

The past month was detrimental to the crop and the estimated yield in the state was greatly reduced. Whereas the estimate on August first was for a commercial shipment of about 26,000 cars the September first estimate was about 21,000 cars. The estimate by the Crop Reporting Service for September first was a total state yield of 29,821,000 bushels as compared with 31,436,000 estimated on August first, 28,199,000 bushels produced last year and a five year average of 27,233,000 bushels. The prospects in the United States as a whole are for a greatly increased yield. The September first estimate for the United States was 413,933,000 bushels as compared with the August first estimate of 402,134,000 bushels, 357,901,000 bushels produced last year and a five year average of 382,000,000 bushels.

The quality of the stock as a whole is expected to be very good. Dry weather has cut down the yield considerably in some sections and in some places blight is causing a loss. In one or two sections in the nothern part of the state a frost has been reported and the loss is heavy in these sections. The inspectors of this division are now coaching the warehousemen and others on matters pertaining to the grade rules and by a careful system of grading in accordance with the terms of the grade regulations it is hoped that the quality and condition of Wisconsin potatoes to be shipped this year will be higher than last year.

Prices at present are not as high as have been expected but dealers report that the growers' ideas on prices this year are not as high now as they were a few weeks ago. Buyers are now paying from $1.75 to $2.00 cwt. with carlots being sold at $2.00 to $2.15 cwt. In Chicago stock is selling at $2.25 to $2.40 cwt. and Milwaukee is quoting $2.25 to $2.50.

Destroying Food

The following is a copy of a letter received from a man in Lafayette county:

The Market News Letter is sent free of charge to anyone who cares to receive it. If you are not already receiving the News Letter you can have your name added to our mailing list by writing the Division of Markets, Madison.

"Don't know as your department is concerned but report comes from the potato district of the state that men are buying fields and instructing the farmer not to dig them at all. The party said he saw a man near Tomahawk sell eight acres for $1,500 and he was forbidden to dig them. This should be stopped in some way."

This Division certainly is concerned in matters of this kind but before it can do anything more definite information must be furnished. Many such reports are often heard or read but they are always accompanied by the statement that a "party said he heard of potatoes being destroyed," or "a report comes, etc. This Division has heard of some of these supposed cases of food being wasted or destroyed, and has traced them down and in all cases there was nothing to the case. These stories of carloads of food being destroyed to keep up prices usually are nothing but bunk and are rumored around periodically by propagandists of one type or another.

Recently a story was published in many large papers of the country telling of good food being destroyed in an eastern state. The U. S. Bureau of Markets traced down the story and found it to be untrue and statements made regarding the case were based on rumors and not facts. The Division is only too glad to give attention to such cases but absolute facts are necessary as nothing can be done when simply rumors or untrue stories are submitted.

Cooperative Associations

The Division of Markets is interested in cooperative associations and their development and is ready to give all possible assistance in their formation and operation. There are many successful cooperative associations operating in the state and the Reedsburg Farmers Company is one of them.

This company has been going for eight years and has proved to be soundly managed and successful in carrying on their business. All kinds of products are bought and sold cooperatively, and such products as flour and feed, coal, hay and straw, salt, and cement are sold at retail. A specialty is made of shipping potatoes, apples, grain and wool. Within this last year an up-to-date feed mill was added to the large plant owned and operated by the Farmers Company. The annual report ending July 31, 1920, shows that in the past year the company did a business amounting to $387,331.46 which yielded a net income of $15,089.67. Assets of the company are listed at $66,741.74. There is a great need over this state for successful cooperative associations to handle farmers' products and to buy their supplies cooperatively.

MARKET NEWS LETTER
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Subscription Free on Application

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Entered as second-class matter February 4, 1920, at the post office at Madison, Wisconsin, under the Act of June 6, 1900.

The value of all farm property in the United States in 1919 is given as fifty-one billion dollars. This is more than the capital of all the manufacturing establishments, railways, mines and quarries in the country. The farmer, however, is the most overworked and burdened member of society and is not receiving his just share of consideration in his work of feeding the people of our cities who comprise about two-thirds of the population of the country.

Prices for farm products as a whole are far below those of the general average of the past year and in some products farmers are not even receiving the cost of production. No other class of business man in the country is tied down as is the farmer when it comes to selling his goods. He must take what is given him and be satisfied no matter whether he is receiving cost of production, a profit, or is facing a heavy loss.

Inspecttion

The potato inspectors appointed by this Division are now at work in the various parts of the state and are informing warehousemen, farmers and others of the grade rules and regulations and giving all information and assistance possible. The inspectors' main duty will be to enforce the grade rules. Evidence of any violations of the regulations will be submitted at once to the proper authorities and guilty parties will be prosecuted. The Division intends to use all means possible to see that the grades are lived up to as it is felt that having grades and having them strictly enforced will be a big factor in establishing a good reputation for Wisconsin potatoes which in the end will be of a financial benefit to farmers, warehousemen and consumers.

Each inspector has been assigned a certain territory and given a headquarters within his territory. All parties wanting any assistance or information on the grade rules can get in touch with the inspector in his district. Inspectors are also empowered to make inspections of carlots of potatoes and issue an official state inspection certificate showing the grade of the potatoes at the time of the inspection. Warehousemen or others wishing inspections made, for which a small fee is charged, should get in touch with the inspectors at their headquarters. Following is a list of the inspectors and their headquarters:

R. E. Ades, Wautoma.
Ray W. Tice, Stevens Point
F. E. Paronto, Waupaca.
P. S. Furlong, Shawano.
J. A. McDonald, Rhinelander.
Guy Hernis, Cameron.
A. R. Burr, Portage.

Honey

A honey inspector has recently been appointed by this Division and is now out in the state checking up on the beekeepers and honey handlers to see that the grade rules and regulations are being lived up to. The grades became effective August 12 and by this time all beekeepers should be carefully marking their honey. Handlers of honey produced outside of Wisconsin must also comply with the regulations as to properly marking such honey. All violators of the law will be prosecuted. A number of the beekeepers have not sent in the money for their stamps and are urged to do so at once. Selling honey without stamping it properly will result in prosecution. Over 600 beekeepers have already secured stamps and additional orders are being placed each week.

The market for honey is steady. Buyers are not laying in large supplies very rapidly and prices they are offering are as a rule unsatisfactory to producers. Dealers within the state are getting some western honey in carlots as it can be bought cheaper than Wisconsin honey. A large share of the limited supply of comb honey in the state has been sold and the small supply of this honey in the state will soon have left the hands of the producers. Large lots of the comb honey have moved at prices ranging from $8–9.60 a case depending on the grade. In large or carload lots No. 1 extracted honey in 60 lb. cans is bringing from 20–25c a pound. In small lots wholesale prices range from 27–30c a lb. In retail lots prices range from 30–35c lb.

Crop Reports

The Crop Reporting Service gives the following September first estimates on the crops of the state:

	1920 yield	1919 yield
Corn, bu.....	66,204,000	85,471,000
Tobacco, lbs.....	57,624,000	61,069,000
Sugar beets, tons	183,000	117,000
Oats, bu.....	101,840,000	78,123,000
Barley, bu.....	16,260,000	13,568,000
Wheat, bu.....	5,771,000	7,355,000
Rye, bu.....	8,508,000	8,295,000
Buckwheat, bu..	385,000	499,000
Hay, tons.....	5,041,000	5,183,000
Clover seed, bu..	229,000	248,000
Wool, lbs.....	3,360,000	3,310,000

Market Hogs

One of the large packing firms has stated that the hog which tops the market is the one which dresses a high proportion of the kind of pork which finds most favor among consumers. Moderate to good finish on hogs is most desired as the over-finished or thin, unfinished pork lacks the desired quality.

The best trade desires pork from good hogs which have been fattened at weights under 250 pounds. The smooth, well-finished butcher hog which weighs between 190 and 250 pounds is the one whose pork generally finds the broadest outlet.

Dairy Market

The butter market during the early part of the month experienced a slump due to a poor demand but the last week has seen a revival of trading and the movement of the better grades has increased. While demand for the undergrades is only moderate, centralized carlots are moving slowly at lower prices. Lower prices have caused a check being made on importation of foreign butter. Production seems to be on the decrease and storage supplies are below those of last year. Prices on 92 score butter in Chicago have ranged from 55½–56c a lb. In Milwaukee fresh creamery stock ranges from 54–56c a lb.

The cheese market is brightening up and price tendencies have turned upward. The demand is improving and the general outlook is better than in some time past. Stocks on hand at Wisconsin points are heavy but are lighter than at the same time last year. The following prices have prevailed at primary markets: Flats, 26–27¾; Twins, 25½–27c; Daisies, 26–29c; Young Americas, 26–27½c; and Longhorns, 26–28½c lb.

The egg market is firm and the higher prices being maintained. In Chicago the following prices prevail: Extras, 61–62c; Firsts, 51–52c; Dirties, 32–38c; storage packed, 53–54c. In Milwaukee fresh country candled current receipts are bringing 49–50c dozen.

Live Stock

The activity in the cattle market has been only moderate. The best grades of stock generally find ready sale but the average and poorer grades have found a slow market. The bulk of the common stock in Chicago has moved at prices ranging from $9–15 cwt. The good stock has ranged from $15–17 cwt. with the top up around $18. Choice veal calves are selling steady at $17–18.

Demand for hogs has been good and prices are remaining fairly steady. The bulk of sales have been made at $14.75–16.50. Sheep have sold at steady prices even under heavy receipts. Prime lambs have ranged from $12–14.25 with ewes at $5.75–7.25.

In Milwaukee the following prices prevail: Good to choice steers $11.15; cows, $7.50–10; calves, $17–17.50; heavy hogs, $15.50–16; light butchers, $15.75–16.50; lambs, $12–12.50; ewes, $6.00–6.50.

Grain

The feature of the grain news is the government estimate of the corn crop which shows it to be the biggest ever to be raised. A composite statement of condition of all crops shows them to be 7 per cent above the figures of a ten year average.

The following prices have prevailed in Milwaukee: Barley, $1.19–1.21 per bu.; yellow corn, $1.43–1.45; white oats, 64–65c; rye, $1.95–1.98; wheat, $2.50–2.75 per bu.; and choice timothy hay, $31–32 per ton.

Cabbage

The cabbage market is in a deplorable condition. Prices being paid at present are hardly enough to pay for the cutting, hauling and loading of the cabbage. Farmers who have cabbage to market now are facing a loss as it very difficult to find a market for the stock. Buyers are out of the market generally as there is no demand for shipping cabbage. Kraut factories are well supplied as a rule and all indications point to a demoralized market for the early cabbage.

The crop is reported as being considerably larger than last year's crop and no such prices as were received late last season are being looked for. At present buyers are offering only $5 to $7 a ton and the stock is selling in the central markets at prices ranging from $8 to $12 a ton. Homegrown cabbage is affecting the market some and it is expected that within a month from now prices will be considerably better than they are at present.

Wool

The outlook in the wool market is brighter than it has been for some time. A little wool is being moved and the large goods firms are becoming more interested and buying small lots here and there. The American Woolen Company announced the opening of their preparatory departments on the 13th of this month which brings some hope for a resumption of trading in wool. Within the next thirty days a change for the better is looked for and farmers who have held their wool will most likely profit by doing so.

The work of the wool pool in this state is progressing very favorably. Wool is being shipped to the central warehouse at Chicago where it is being graded and held until the market is right for selling. Reports from other states where farmers' pools are operating show that the farmers are holding fast and are not disposed to sell until a favorable price is received. There are reports that a national wool pool may be organized later on. This would provide for the state pools all joined together in a national pool which plan would eliminate competition between the various state pools.

Apples

Wisconsin apples are now being harvested and the total crop promises to exceed that of last year by about 875,000 bushels. The crop is of good size and quality and should find ready sale in the state. The market conditions at present are rather uncertain. Supplies and labor prices are high, transportation conditions are uncertain and credit for firms storing apples is being curtailed. The Division is in touch with producers and others having apples for sale and any parties interested in buying large quantities can write to the office of the Division and they will be assisted in purchasing the apples they want.

Exchange

The following are the listings for the exchange this month. The Division assumes no responsibility whatsoever in transactions made through the exchange listings. Parties interested in any of the listings should write direct to the address given with each listing. Prices, descriptions and all other information regarding the products listed for sale will be given by the owners.

For Sale

Holstein—

5 purebred bulls, 1 to 10 months old Philip Lehner, Princeton.

3 purebred bulls. J. P. Torrey and Sons, Kenosha, R. No. 3.

Purebreds and grades. G. B. Towne, Adell.

Purebred bull 1 yr. old and 2 purebred bull calves. Geo. W. Kinney, Amery.

Grade heifer, 19 mos. old. P. E. Titze, Amery.

14 high grade cows and 1 bull. Geo. Rice, Webster.

1 carload grade heifers, 1 and 2 yrs. old. F. A. Gaiser, Richland Center.

18 head cows and heifers, also 1 bull. James J. Carey, Larson.

Purebreds and grades, all ages. A. A. Brown, Juneau.

4 to 5 carloads graded cows, also some purebreds. M. H. Button, West Bend.

Carloads of purebred and grade heifers. R. A. Kolb, Medford.

Purebreds and high grades. A. A. Thompson, Richland Center.

Purbred bull, 5 yrs. old. Frank F. Procknow, Luxemburg, R. No. 2.

Bull, 5 mos. old. John Brittnacher, Greenleaf, R. No. 1.

Purebred bull, 3 yrs. old. E. H. Pelegrin, R. No. 8, Green Bay.

Purebred bull, 4 mos. old. Chas. J. Konop, Cato, R. No. 2.

Purebred bull, 3 yrs. old. M. J. Smithwick, Kewaunee, R. No. 6.

Purebred bull, 3 yrs. old. John Butromowicz, Green Bay, R. No. 3.

Purebred bull, 3 mos. old. Anton Barten, Depere.

5 purebred bulls. J. McKone, Minahan Bldg., Green Bay.

50 head grade cows from 2 to 8 yrs old, also 7 purebred bulls, 3 mos. to 3 yrs. old. D. W. Huenink, Cedar Grove.

15 purebred bulls from 1 mo. to 3 yrs. D. Salgren, Clear Lake.

3 purebred bulls. John Cusack, Darien.

5 grade cows and 2 purebred bulls, 2 mos. old. M. E. Cusack, Darien.

2 purebred cows, 6 and 10 yrs. old. Charles Jones, Dodgeville.

Herd of grade cows from 2 to 10 yrs. old. Will Dowse, Elkhorn.

2 grade cows. John Keyes, Highland.

2 bulls and 1 bull calf, purebreds. John Beran, Highland.

1 graded bull, 1 yr. old, and 4 graded cows ranging from 3 to 5 yrs. Henry Johanning, Highland.

30 graded cows. Walter Maas, Merrill, R. No. 5.

Purebred bull, 7 yrs. old. Frank Prochnow, Luxemburg.

Purebred bull calf. H. C. Tills, Manitowoc, R. No. 6.

Purebred bull calf. Chas. Hessel & Son, Francis Creek.

Several purebred bull calves, 4 to 6 mos. old. Frank Heuser, Mt. Horeb.

Bull, 3 yrs. old. Wm. Hilbelink, Oostburg.

5 purebred bull calves ranging from 3 to 6 mos. old. J. P. Brill, Sheboygan.

Several heifers and bull calves. S. C. Jensen, Clinton.

4 purebred bull calves. Jno. Wehinger & Son, Janesville.

Several head of purebreds and grades and a few purebred bull calves, ranging from 3 mos. to 1 yr. old. Clarel Stowe, Marshfield.

Guernsey—

Purebred bull, also purebred bull calf. Mrs. John Meier, Kenosha, R. No. 2, Box 102.

4 high grade cows, ranging in price from $100 to $200 from 1 to 5 yrs. old. L. L. Loberg Estate, Nelsonville.

2 purebred bulls, 5 mos. and 9 mos. old. A. A. Peterson, Nelsonville.

2 purebred bulls, 5 mos. and 7 mos. old. Elmer Peterson, Nelsonville.

2 purebred bulls, 6 mos. and 7 mos. old. Arthur Peterson, Nelsonville.

Several grade heifer calves, 6 mos. old and a couple purebred bulls. E. L. Leppen, Nelsonville.

1 carload grade cows and purebred bulls, all ages. Geo. W. Kiel, Manitowoc.

Heifer, 5 yrs. old. B. F. Wood, Kenosha.

Purebred bull, 2 yrs. old. Geo. Lucia, Green Bay, R. No. 8.

Purebred bull, 3 yrs. old. D. Salgren, Clear Lake.

2 high grade cows. Kent Bros., Rusk.

Bull, 3 yrs. old. E. B. Harmeling & Sons, Oostburg.

15 to 18 head of grade cows. Heinrich Bros., Fond du Lac, R. No. 3.

Purebred bull. F. W. Abbs, Fond du Lac, R. No. 3.

4 grade heifers from 2 to 9 mos. old. Cecil McAdam, Mosinee.

Few purebred bulls. Clarel Stowe, Marshfield.

Shorthorn—

Number of purebred bulls ranging from 7 to 11 months old. Henry Wehmhof and John Kerkman, Burlington, R. No. 3.

Number of purebreds. Alfons Kruel, Highland.

2 purebred bulls. Harvey Little, Clinton.

3 bulls. Fred Hadden, Janesville.

2 bull calves, 8 mos. old. Frank Arnold, Janesville.

Several young bulls from 3 to 6 mos. old. R. W. Lamb & Son, Janesville.

Jersey—

1 grade cow, 7 yrs. old. Henry Johanning, Highland.

Purebred bulls. Frank E. Holt, Mole Lake.

4 grade bulls. Chas. Stivers, North Crandon.

Hogs—

Purebred Duroc Jersey boar and sow. Philip Lehner, Princeton.

Purebred Chester White boar, 2 yrs. old. Wm. E. Crosby, Kenosha.

Poland China hogs. Jacob Kreuscher Jr., Union Grove.

Spotted Poland China hogs. A. W. Burdick & Son, Salem.

Purebred Chester Whites. Aug. Speerschneider, New Franken.

Purebred Duroc Jerseys. Leslie L. Schmidt, Greenleaf.

Miscellaneous—

3 purebred bulls. George C. Breul, Camp Lake.

Purebred bull, 8 mos. old. H. Ramay, Amery.

Bull, 2 yrs. old. John Harrington, Chetek, R. No. 3.

20 head of grade cows and heifers. E. A. Galloway, Fond du Lac.

Purebred Fox Terrier Puppies. Wayne Taylor, Marionville, Mo., R. N. 2.

Large number of grade cows and heifers. Robert Luce, Larsen.

150 to 200 barrels of Jonathan and Grimes Golden apples. Wayne Taylor, Marionville, Mo.

2,000 bushels of Ben Davis apples. R. W. Taylor, Marionville, Mo., R. No. 2.

Alsike clover seed, 1920 crop. Walter Johnson, Columbus.

200 bushels Wisconsin rye. M. O. Shea, 909 Shawano Ave., Green Bay.

150 M No. 1 lath and 50 M No. 2 lath, hemlock. D. L. Pickering, Sheldon.

Wanted to Buy—

Purebred Holstein bull, 8 mos. or older. F. A. Gaiser, Richland Center.

Purebred Guernsey sire, 1 yr. old. J. N. Rockwell, Darien.

Purebred cow and calf. Mrs. C. A. Mattison, Darien.

Purebred cow or heifer. Trueman Davis, Darien.

Purebred or grade Guernseys. Elmer Carr and Alfons Kruel, Highland.

Guernsey sire, 2 or 3 yrs. old. J. N. Rockwell, Darien.

5 grade Guernsey cows or heifers. J. N. Rockwell, Darien.

15 to 20 tons mixed clover or alfalfa hay. A. A. Brown, Juneau.

20 to 25 carloads Rural New Yorkers, Irish Cobblers and Early Ohio potatoes, and clover seed. John S. Collier, County Agric. Agent, Kankakee, Ill.

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 1, No. 23. Madison, Wis. September 30, 1920

Commodity Prices

Sharp reductions in the retail prices of some of our common commodities are noted in the reports received this month from all over the state. Declines are most apparent in sugar, potatoes, cabbage, and flour. Dairy products such as milk, cheese, eggs and butter, however, increased in price.

The average retail price of potatoes in August was 5.7c lb. while in September the average retail price was 3.7c lb. Cabbage declined from the August average of 6.6c lb. to the September price of 3.8c. Sugar in small lots retailed at an average 18.6c lb. which represents a drop of 6.6c from the August average. Flour ranged in price over the state from $3.60 to $4.50 for a 49 lb. sack with an average of $4. Roundsteak averaged 29.7c lb. as compared with 30 cents in August.

Dairy products all raised in the average retail price. Butter ranged in price from 45 to 70c lb. with an average of 57.6c. The average August price was 55.7c lb. Eggs jumped from the August average of 44.8c dozen to 48.8c. The farmer received an average price of 45.6c dozen for eggs. Cheese showed an average increase of only .7c pound and the average milk price over the state was 11c quart.

The following are the average prices received by farmers for products sold to local dealers. Hogs $14.33 cwt., cattle $7.14 cwt., mixed fowls 24c lb., wool 27.6 lb., white oats 66.6c bu., barley $1.13 bu., wheat $2.14 bu., and timothy hay $24.78 ton.

Milk

The average price paid by condenseries to farmers for September milk was $3.26 a hundred pounds as compared with the August average of $3.25 cwt. The average September price paid by condenseries in the two city milk belts was higher than the August average, while the September average price in the two cheese and one butter belts was lower than the August average. The high price paid by any condensery in August was $3.90 while in September the high price was $3.79. The low price in August was $2.70 while in September the low price was $2.60.

Prices reported paid for September milk by butter factories ranged from $2.10 to $2.80 cwt. Cheese factory reports show that the prices paid by them ranged from $2.05 to $2.51 cwt. These prices show that for the past month city milk companies and condenseries have been paying more for milk than cheese and butter factories. It must be remembered, however, that the farmers secure additional returns from butter and cheese factories in the form of returned whey and skim milk. Below is a table showing prices paid by condenseries of the state. They are grouped in districts according to competition they must meet to secure milk.

District	Price per 100 lbs.			Testbasis		Differential per 1% test		
	High	Low	Ave.	High	Low	High	Low	Ave.
Milwaukee City Milk	$3.79	$3.20	$3.55	4%	Flat	6c	4c	4.5c
Chicago City Milk	3.70	3.20	3.50	4	3.5	5	4	4
American Cheese	3.30	2.60	3.04	4	3.5	8	2	4.8
Foreign Cheese	3.35	3.00	3.14	3.5	3.5	4	4	4
Butter	3.20	2.75	3.09	4	3.5	8	4	4.7

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The condensed milk market is in a very uncertain condition at present and it seems very certain that a readjustment must take place at once. Stocks of milk in storages of the country have been steadily increasing until there is enough on hand to supply the country for the next six months. The demand for milk has slowed up and the export trade is light so many plants are finding themselves with large supplies on their hands with no outlet in sight.

In readjusting the present situation it seems certain that prices paid to farmers for milk are bound to drop. In addition some plants will have to close and a number of plants in the state have already announced that they close October first. The farmers must readjust themselves in some cases by reducing their herds and disposing of their milk to other factors such as the city milk trade and the butter and cheese factories. Advance announcement has been made that prices for October milk will be considerably lower than September prices. The new price level will be about $2.75 per cwt. The situation is nothing to become panic-stricken over but that a readjustment must take place all down the line seems certain.

City Milk

In the cities reporting for both August and September, the average price paid to farmers for September milk by the city milk companies was 19 cents a hundred pounds more than the August average. In seven of the cities the price paid for milk during

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OF MARKETS

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September was more than the price paid during August, in two cities the prices remained the same and in one case the price decreased. The price to consumers in these same cities was raised in two cases and remained the same in the other cases.

In both cases where the price to consumers was increased, an increase of 50 cents a hundred pounds was paid to the producers. In the one case where the price paid to producers was lowered slightly there was no change made in price to consumers. The following table gives the buying and selling price of milk in a number of the leading cities of the state. There are approximately 46.5 quarts in a hundred pounds of milk.

City	Price to producers per 100 lbs. milk	Price to stores per quart	Price to consumers per quart
Appleton	$2.85	10.5	12
Ashland	2.87	10	12
Chippewa Falls	3.25	10	12
Green Bay	2.90	11.5	13
Janesville	3.70	13	15
Kenosha	4.16	15	16
Madison	3.20	12	13
Milwaukee	3.75	12	13
Racine	4.07	13	14
Superior	3.75	13	15
Wausau	2.75	10.5	12

Apples

Wisconsin apples are now being shipped and are proving to be of fine quality and generally in very good condition. Most of the stock is being shipped in bulk due to the inability to get barrels and because of expensive labor necessary if apples are packed in barrels or boxes. The bulk stock is meeting with general favor and can be bought without hesitation as just as good stock is now being shipped in bulk as formerly was put in barrels or boxes.

The Division of Markets is in a position to secure cars of apples for any persons wanting same. Wisconsin apples are ranging from $2–2.50 a hundred pounds delivered Wisconsin points and apples from New York or other states can be secured at prices ranging around $2.75 a hundred pounds delivered at Wisconsin points. Anyone in the state wanting to buy or sell apples should inform this office of their wants and they will be promptly taken care of.

Honey

The honey markets are generally dull and the movement is limited. There seems to be an uncertain feeling as to what the future holds and dealers are buying very cautiously. Producers are attempting to keep prices up but there is a noticeable variation in the prices they are asking. The weakness of the sugar market is having a considerable effect on the general condition of the honey market.

Western honey is somewhat low in price and is offering considerable competition in the state markets as dealers are taking the lower priced stock in preference to Wisconsin honey. In the large markets, western white extracted honey is bringing 18½–19½c lb. in large lots with light amber at 17–18c lb. Prices on Wisconsin No. 1 extracted honey in wholesale lots range from 20–25c lb. In retail lots, prices range from 25–35c lb. Very little comb honey still remains in hands of the producers.

The honey inspectors employed by the Division of Markets are checking the sales of honey in the state and are warning and instructing the bee-keepers to properly mark their honey. Violations are being checked up and parties willfully violating the law will be prosecuted. Stamps for marking the honey are furnished by the Division at cost.

Cheese Buying

A practice which has existed for years in the buying of cheese in Wisconsin under which approximately one million dollars are estimated to have been absorbed annually, has been ordered stopped by the Division of Markets.

In the past, cheese dealers in the producing centers have only paid for even weights of American cheese, taking the fractions of pounds without payment, or made a flat deduction of ⅝ pound or ⅞ pound upon every box. The Division considers this an unfair practice and has ordered dealers to pay for fractional weights. Violation of the order is punishable by fine or imprisonment, and the party suffering loss may recover twice the amount of his loss. The full text of the order is as follows:

Under authority of Section 1495—27, Wisconsin Statutes, it is hereby ordered:

1. Every person, partnership, corporation and association engaged in the business of buying American cheese from the producers shall forthwith cease and desist from the practice of paying for less than the full amount which such cheese (without paraffine) weighs at the time of weighing by the buyer, "full amount" meaning the following: All even pounds plus the ¼ pound, where the fractional weight is ¼ or above ¼ and below ½; plus the ½ pound, where the fractional weight is ½ or above ½ and below ¾; plus the ¾ pound, where the fractional weight is ¾ or above ¾ and below the next even pound.

2. Every person, partnership, corporation and association acting as agent to sell American cheese for producers shall forwith cease and desist from the practice of making remittance to its principal for less than the full amount which such cheese (without paraffine) weighs at the time of weighing by the agent, "full amount" meaning the following: All even pounds plus the ¼ pound, where the fractional weight is ¼ or above ¼ and below ½; plus the ½ pound, where the fractional weight is ½ or above ½ and below ¾; plus the ¾ pound, where the fractional weight is ¾ or above ¾ and below the next even pound.

Notice to Cooperative Associations

The Division of Markets recently sent a questionnaire to all the cooperative associations in the state asking for certain information which it will be to the interests of all associations to furnish. If any association has not received this

questionnaire it should notify this office at once or if the questionnaire has been received but has not been returned it should be sent to the Division of Markets promptly.

Cabbage Inspection

The cabbage shipping point inspection service to be maintained by the Division of Markets starts October first. The service this year will start out on a small scale in order to try out the work and see if it will be of any great benefit to cabbage handlers.

Inspectors will be placed in the Racine-Kenosha county section and in the Outagamie county section. Part of their duties will be to enforce the grade rules which have been established by the Division. Their main work however will be the making of inspections of carlots of cabbage and issuing certificates which certify as to the type, grade and size of cabbage contained in the car. A fee of $2.50 will be charged for all such inspections and a copy of each certificate issued will be given to the applicant and a copy tacked in the car.

Dairy Markets

The butter market is experiencing greater firmness and the price trends have been upwards. Undergrades have been helped by this feeling and have moved better than for some time past. Foreign butter is helping to supply eastern trade. Prices on 92 score butter in Chicago have ranged from 58½–60c. lb. Centralized carlots range from 53½–54½c lb. In Milwaukee fresh creamery stock is quoted at 56–59c lb.

The egg market is firm with the movement good. In Milwaukee fresh country candled eggs are quoted at 50–51c dozen with miscellaneous lots at 48–49c. Dirties and seconds bring only 38–40c dozen. In Chicago, first are quoted at 54–54½ and ordinary stock at 48–50c dozen.

The cheese market is now experiencing a better feeling than for some time past. Consumptive demand is good and conditions point to continued firm feeling in the market. Production is short of last year's and storage stocks are also short. With some condenseries closing it is probable that cheese production in some sections will increase. Prices at Wisconsin primary markets have ranged as follows; Flats 27–27¾c; Twins 26–27c; Daisies 27–28½c; Double Daisies 26–27½c; Young Americas 27–27¾c; Longhorns 27¼–28¾c and Square Prints 28½–29½c lb.

Live Stock

The cattle market has been experiencing a poor demand and trading has been light. Receipts have been liberal at Chicago and there has been a downward trend in prices. Choice steers in Chicago have ranged from $16.75–18.25 cwt. The common grossy kinds range from $9–13.25 cwt. Choice veal calves are steady at prices ranging from $14.50–17.75 cwt.

The hog market has experienced slight fluctuations but in general is steady. The bulk of the stock moves at prices ranging from $15–17 cwt. depending on the grade. The bulk of medium lambs has moved at from $11.50–14 with ewes at $5–6.25 cwt.

In Milwaukee the following prices prevail; Fair to prime hogs $15.50–17.25, mixed stock $15.50–16.50, good to choice steers $13–17.50, cows $7.75–10.50, lambs $11–12.50, ewes $5–5.50.

Wool

There is nothing of great importance to note in the wool markets. Trading is limited and while some few sales have been made they have not been of such quantity to establish a market. Woolen goods are moving but are keeping in line with the price cutting now so popular in the country. These goods are being offered at a 20 to 30 per cent reduction. The Wisconsin wool and wool from other states which has been pooled is still being graded and held for sale. The few sales of the new clip that have been reported recently consisted of quarter and three-eighths blood wool at 40–41c.

Potatoes

The potato season is opening up under conditions which are not extremely satisfactory to producers and shippers. Taking the state as a whole the condition and size of the crop is fairly satisfactory although in some sections there is complaint made of small yields or small size, while in others, some losses have been experienced due to frost or blight. The main trouble at present, however, is that the potatoes are slow in maturing and the stock that is being shipped is not in the best of condition for shipment. Stock that is being shipped is being utilized only for immediate use as it is not mature enough for winter storage use.

The Division's potato inspectors report that only a small number of the warehouses are open but the next week or ten days will see most of them open. Just how heavy the shipments will be at first depends on market conditions and prices. A present the market is in a poor condition and there is very little activity either at shipping points or in the central markets. Ungraded and immature stock is affecting the market considerably and dealers do not look for a strong market until such stock is cleaned up and the well graded mature stock is being handled.

The prices paid to farmers for bulk U. S. Number One Round Whites ranges over the state from $1–1.25 per cwt., No. 2 stock where it is being bought brings 75c cwt. The Chicago market is weak and Wisconsin No. 1 stock is selling for $1.50–1.75 cwt. Milwaukee reports prices of $1.65–1.75 cwt.

Cabbage

A very unsettled condition exists in the present cabbage market. The season started unfavorably as far as prices are concerned and no important changes have occurred. This year's crop in the state greatly exceeds last year's production although some sections are reporting losses during the past month on account of dry weather and disease.

Temporary car shortage has affected shipping at some points but market conditions are so unfavorable that producers and dealers are not rushing the stock to market. Kraut factories are taking stock at prices ranging from $5–7 a ton. The few dealers who are buying are only paying around $5 a ton and the stock is bringing only $7–8 a ton in Chicago.

Because of present conditions it seems advisable that all cabbage that is shipped should be well graded and only the best stock shipped for if the market is flooded with poor stock, prices for good stock will suffer. The Division of Markets has adopted grades for cabbage and they will be in force after October 17th. It is planned to have inspectors at some of the shipping points to assist in grading the stock as outlined in the grades and to inspect cars upon application by shippers and to issue certificates on such cars. The following grade rules will be the basis for these inspections and are the adopted state grades:

GRADES FOR DANISH CABBAGE

Wisconsin Grade No. 1

This grade shall consist of sound heads of cabbage which are of one type, reasonably hard, and neatly trimmed; which are not soft, withered, burst, or showing seed stalks; and which are free from soft rots and practically free from damage caused by discoloration, freezing injury, disease, insects, or by mechanical or other means.

Each head shall weight at least one and one-half (1½) pounds. Description of size of heads in any lot of cabbage shall consist of a statement showing the range in weight of heads in the lot, with an additional statement showing range in weight of majority of heads in such lot. (Example—Heads range in weight from 1½ to 8 lbs. mostly 5 to 8 lbs.)

In order to allow for variations incident to commercial grading and handling, five (5) per centum by weight of any lot may be under the prescribed minimum weight of one and one-half pounds and in addition ten (10) per centum by weight may be below the remaining requirements of this grade other than weight; but not more than three (3) per centum by weight of the entire lot may be materially injured by decay.

Cabbage packed for sale, offered for sale, consigned for sale, or sold or delivered under this grade, unless in bulk shall be in new containers. Each container must be tagged, stamped or branded "Wisconsin Danish Cabbage Grade No. 1." The grade must be indicated on the invoice or, where there is no invoice, the grade must be otherwise declared.

Wisconsin Grade No. 2

This grade shall consist of cabbage which does not meet the requirements of the foregoing grade, but not less than seventy-five (75) per centum by weight of the lot shall consist of heads of the Danish type.

Cabbage packed for sale, offered for sale, consigned for sale, or sold and delivered under this grade, unless in bulk, shall be in clean containers. Each container must be tagged, stamped or branded "Wisconsin Danish Cabbage Grade No. 2." The grade must be indicated on the invoice, or, where there is no invoice, the grade must be otherwise declared.

GRADES FOR DOMESTIC CABBAGE

Wisconsin Grade No. 1

This grade shall consist of sound heads of cabbage which are of one type, similar in shape, reasonably hard, and neatly trimmed; which are not soft, withered, burst, or showing seed stalks; and which are free from soft rots and practically free from damage caused by discoloration, freezing injury, disease, insects, or by mechanical or other means.

Each head shall weigh at least one (1) pound. Description of size of heads in any lot of cabbage shall consist of a statement showing the range in weight of heads in the lot, with an additional statement showing range in weight of majority of heads in such lot. (Example —Heads range in weight from 3 to 12 lbs.—mostly 7 to 10 lbs.)

In order to allow for variations incident to commercial grading and handling, five (5) per centum by weight of any lot may be under the prescribed minimum weight of one pound and in addition ten (10) per centum by weight may be below the remaining requirements of this grade other than weight; but not more than three (3) per centum by weight of the entire lot may be materially injured by decay.

Cabbage packed for sale, offered for sale, consigned for sale, or sold and delivered under this grade, unless in bulk, shall be in new containers. Each container must be tagged, stamped or branded "Wisconsin Domestic Cabbage Grade No. 1" The grade must be indicated on the invoice, or, where there is no invoice, the grade must be otherwise declared.

Wisconsin Grade No. 2.

This grade shall consist of cabbage which does not meet the requirements of the foregoing grade, but not less than seventy-five (75) per centum by weight of the lot shall consist of heads of the Domestic type.

Cabbage packed for sale, offered for sale, consigned for sale, or sold and delivered under this grade shall be in clean containers. Each container must be tagged, stamped or branded "Wisconsin Domestic Cabbage Grade No. 2." The grade must be indicated on the invoice, or, where there is no invoice, the grade must be otherwise declared.

Definitions of Grade Terms

As used in these grades:

"Danish" includes such late maturing varieties as Danish Ballhead or Hollander, Danish Roundhead, etc., and such early maturing varieties as Cannonball, Danish Summer Ballhead, etc., which normally develop hard, tight-leaved, compactly formed heads. Even after heavy trimming, a head of any such varieties, as viewed from the stem end, will appear circular and regular in outline, and, around the basal portion, will appear tight and smooth-leaved.

"Domestic" includes such varieties as Succession, All Head Early, Flat Dutch, and others that are commonly termed Domestic and which normally develop heads flat in shape and less compactly formed than those of the Danish type. The term also includes such varieties as Copenhagen, Glory of Enkhuizen, and others that develop heads roundish in shape but which in solidity of head and storage qualities are so similar to the flat Domestic that they may be considered as round Domestic.

"One type" means that the lot is all Danish, or all Domestic, as the case may be; not a mixture of the two types.

"Neatly trimmed" means that the head has a stem no longer than one-half inch, that not more than four wrapper leaves are attached, and that any portion of such wrapper leaves noticeably shredded by worms or by any other means has been removed.

"Practically free from damage" means that the appearance shall not be injured to an extent readily apparent upon casual examination of the lot, and that any damage from the causes mentioned may be removed by trimming not more than three outer leaves.

"Burst" means any deep rupturing of the crown or of any other portion of the head.

"Freezing injury" means a soft, watery condition resulting from the formation of ice crystals in the tissues of any portion of the head. Usually the affected tissues have a glassy, yellowish appearance and in severe cases may have a sour, offensive odor. When severely injured in the central portion, such heads are variously termed "redhearts," "blackhearts," "waterlogged," etc.

Grain

There is a general downward tendency in the grain market. Some markets have sold corn at below one dollar a bushel. Prices on all grains are much below the prices received a year ago at this time. In Milwaukee the following prices for grain have prevailed; Wheat $2.50–2.55 bu., Corn $1.13–1.15 bu., Barley $1.06–1.08 bu., Rye $1.87–1.88 bu., and Oats 55–56c bu.

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

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Potatoes

The potato season is opening up much later than usual this year due largely to the stock being somewhat immature and dealers are hesitating about handling this stock because of heavy losses incurred last year when the stock was shipped before it was mature. Another reason for the general inactivity is that farmers are busy taking care of other crops and are also busy digging their potatoes and are hauling but very little stock. The low prices have invariably caused farmers to store and reports indicate that farmers are using every available bit of storage space for the purpose of holding their potatoes until the price advances.

The season of 1919–20 was one of the most unusual seasons in the history of the potato industry of the state. The 1919 planting amounted to 300,000 acres which was 4000 acres short of the 1918 planting. Adverse weather conditions and insect and disease troubles cut the yield down to a state average of 94 bushels per acres as compared with an average of 110.2 bushels per acre in 1918. The 1919 yield for the state was 28,199,000 bushels. Not only was there a decrease in Wisconsin production but the available supply of the country was short as the total crop in the country amounted to only 357,901,000 bushels. This shortage was not fully realized in the fall by the farmers and dealers and sales in Wisconsin during the fall of 1919 were extremely heavy. However, as the season advanced the shortage became apparent and prices began to raise rapidly and kept up a rather steady increase until the peak was reached in June when potatoes sold in Chicago in carlots for the record price of $9.50–$9.75 cwt.

The 1920 season opened with a heavy planting in the state even though seed was extremely high. About 303,000 acres were planted or an increase of 3000 acres over 1919 planting. This acreage was estimated on October 1 to give a yield of 31,318,000 bushels or about 3,000,000 more bushels than were produced in 1919. Commercial carlot shipments were estimated on October 1 to total 23,100 cars as compared with the final estimate of 20,900 cars for 1919. Not only is there an increased crop this year in Wisconsin but there is a marked increase in the total crop for the United States. The October first estimate by the Crop Reporting Service gives the total estimated yield for the United States as 414,986,000 bushels as compared with 357,901,000 bushels produced in 1919. This increased yield in the country of 57,000,000 bushels will no doubt greatly affect the market and prices are not expected to reach anywhere near the record prices of last year.

Sixteen out of the seventy-one counties of the state produce no commercial surplus of potatoes. The leading producing counties are Waupaca, Chippewa Portage, Waushara and Langlade. The following figures given by railroad agents show the leading shipping points in the state arranged according to number of cars of potatoes shipped in 1919–20.

1919-20

Waupaca	921
Bloomer	647
Almond	595
Stevens Point	580
Amherst	532
Rosholt	460
Rice Lake	439
Antigo	422
Wild Rose	405
Chetek	401
New Auburn	352
Arnott	352
Grantsburg	337
Colfax	325
Wautoma	322
Scandinavia	314
Amherst Junction	300
Weyauwega	276
Manawa	271
Plainfield	270
Custer	262
Cameron	236
Sheridan	220
Dallas	212
Rhinelander	211

About two-thirds of the crop last year was shipped before January first. October was the heaviest month with 5,613 cars shipped and on October 23, 259 cars were shipped which was the heaviest single day's shipment for the season. Wisconsin potatoes are shipped to 30 different states in this country and to Canada. About 97% of the total shipments go outside the state and of the 3% marketed within the state 1½% go to Milwaukee. Wisconsin's yearly shipments amount to about 11% of the total shipments of the United States. Chicago is by far the chief receiver of Wisconsin potatoes, as about 39% of the entire state's shipments are billed to Chicago. Cincinnati, St. Louis and Kansas City are also heavy receivers of Wisconsin potatoes.

Shipments have been extremely light so far this year. In the month of September 406 cars of potatoes were shipped as compared with 2592 cars shipped in September, 1919. The total shipments for the season up to and including October were 1243 cars as compared with 4633 cars shipped from September 1 to October 11, 1919.

The prices paid so far this season have fluctuated considerably. The season opened up with dealers in the first part of September paying $1.75–$2.00 cwt. for U. S. Grade One potatoes. The price began to decline along the middle of the month and reached the low level of $1.00 per cwt. Some few sales were even reported as low as 90c cwt. The price gradually raised again in a short time until at present the prevailing price paid to farmers is $1.10–$1.40 cwt. for U. S. Grade One Round Whites and 50–75c.. cwt. for U. S. No. 2 stock. In Chicago U. S. No. 1 stock is bringing $1.60–1.75 cwt. with poorly graded stock at $1.50–$1.60 cwt.

Because of the present market conditions there is a tendency on the part of the farmers to store and there is an increasing desire on the part of farmers for market information to aid them in disposing of their crop. No one can tell just what the future holds in the way of

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market conditions and prices but a study of prices in years past gives some idea of what prices prevail throughout the season. The following table shows prices per hundred pounds in carlots in Chicago and price to farmers in Waupaca for different periods throughout a series of years:

1916	Chicago	Waupaca
June 8	$2.00	---
September 25	2.50	---
October 9	2.00	---
October 31	2.65	---
November 16	2.50	---

1917	Chicago	Waupaca
April 21	$4.75	---
May 23	5.15	---
September 24	2.00	---
October 24	2.15–2.25	1.60–1.75
October 31	2.00	1.50–1.60
November 10	2.05–2.10	1.50
November 19	1.90–2.00	1.25
November 28	1.75–1.80	1.25
December 15	1.85	1.25
December 29	2.05	1.25

1918	Chicago	Waupaca
January 12	$2.00–2.05	1.30
January 26	2.00–2.15	1.20
February 9	2.20	1.00–1.10
February 23	1.70–1.75	1.00
March 9	1.25	.65–70c
March 30	1.05–1.15	.60–75c
April 20	1.35–1.40	.95–1.00
May 18	1.05	.60–65c
September 30	1.65–1.80	1.25–1.40
October 14	1.30–1.45	1.00–1.25
October 28	1.60–1.75	1.30–1.40
November 11	1.60–1.75	1.10–1.30
November 25	1.60–1.70	1.20–1.25
December 9	1.75–1.85	1.25–1.35
December 30	1.85	1.40

1919	Chicago	Waupaca
January 13	1.95–2.05	1.40–1.50
February 10	1.75–1.85	1.00–1.20
March 10	1.70–1.80	1.10
April 14	1.75–1.85	1.50–1.65
September 22	2.45–2.55	1.50–1.65
October 13	1.85–2.15	1.60–1.75
October 27	2.15–2.35	1.90–2.00
November 10	2.80–2.90	2.25
November 24	3.00	2.25–2.35
December 8	3.00–3.15	2.60–2.65
December 29	3.40–3.50	2.80–3.00

1920	Chicago	Waupaca
January 19	$4.60–4.75	$3.90–4.00
February 16	4.55–4.60	3.50–3.75
March 22	5.90–6.00	5.25–5.50
April 19	7.50–7.65	---
May 17	7.25–7.50	---
June 7	9.50–9.75	---
September 25	---	---
October 5	2.00–2.15	1.25–1.35
October 12	1.75–1.85	1.25–1.40

Potato Grading

The potato inspection work in the state is being pushed and is securing good results. Eight cases are now being prepared to punish violators of the grade rules and inspectors are on the watch all the time for any evidence of violations that can be used in the prosecution of those parties violating the law. A large potato firm in the state was recently convicted and fined and many other convictions are expected within the next month.

There are some points where the law is being violated in minor ways but because of the small number of inspectors to cover such a large field these violations have not been checked up but it is hoped that before the heavy shipping is on these violaters can be punished.

The practice of sending out undersize stock or sending out sacks which are not tagged to show grade and weight will not be tolerated. This office will be glad to have reports from anyone giving definite information regarding existing violations and all such cases reported will be checked up and the offending parties punished if sufficient evidence that violation has occurred can be secured.

Cabbage

The cabbage market started out the season in a very weak condition. Prices dropped to a very low level, so low in fact that the prices received would not pay the farmer a fair profit after taking out cost of growing and marketing. A change in the market has taken place, however, and there is a better feeling prevailing amongst growers and dealers.

Reports from the cabbage sections of the state indicate an extra large crop is to be harvested this year. Late reports tell of some disease troubles and most sections report considerable worm eaten stock. On the whole, however, the crop is of good quality and is of very good size, in fact if any complaint could be made on the size it would be that the stock runs uniformly large. Crop reports indicate a total production in the state of 153,000 tons as compared with 91,000 tons last year and 125,000 tons in 1918. The average yield per acre is given as 10.2 tons per acre as compared with 7.3 tons last year. The estimated average yield in the United States is 7 tons per acre compared to 5.3 tons last year.

Prices being paid to farmers for their cabbage vary considerably over the state. Most of the early cabbage was sold at prices ranging from $4 to $7 per ton, with the majority of sales ranging from $4 to $5 per ton. The price on Danish cabbage, however, has increased and farmers in some sections are being paid $8 per ton. Some farmers are reluctant to sell at this price and are holding for higher prices. Reports from Colorado state that the growers have been dissatisfied and have a cooperative arrangement whereby they are able to control the crop to some extent and the farmers are receiving prices ranging from 18 to $12 per ton. Wisconsin cabbage is being sold in Chicago for $12 per ton.

Tobacco

Good weather conditions have greatly helped the tobacco crop in the state. The estimated production for this year is 62,426,000 pounds as compared with 61,069,000 pounds produced in 1919. In the United States the production is estimated 1,478,788,000 pounds as compared with 1,389,000,000 pounds produced in 1919.

It is reported that about 75 per cent of the crop in the northern part of the state has already been sold and this amount represents all the best stock as the unsold stock generally consists of the low grades. In the southern part of the state about 50 per cent of the crop has been sold, although in a few counties there remains as much as 90 per cent of the stock yet to be sold.

The best stock in the north sold at prices ranging around 37–38c per pound. The present sales of the better grades in the southern part of the state range around 30c per pound with the poor grades at 10c.

Cranberries

The cranberry crop of this year is of very good quality although the crop is short of last year's yield. This short yield will not worry the growers as the market has been strengthened due to the shortage in the East and in this state. Prices range at present around $7.00 a barrel and a good demand is looked for throughout the season. The price of sugar, which is an influencing market factor, is expected to be low enough that it will not hinder the sale of cranberries. The crop in the state is expected to be between 30,000 and 35,000 barrels.

Sugar Beets

The sugar beet farmers of the state are now busy marketing this year's crop. Reports indicate a satisfactory yield per acre and the ups and downs of the sugar market will now be watched as it largely depends on the price of sugar whether or not the sugar beet raiser wil[l]

make a good profit. The estimated production in this state is 178,000 tons of sugar beets as compared with 117,000 tons produced in 1919. In the United States the production is forecasted at 8,970,000 tons as compared with 6,421,000 tons produced in 1919.

Honey

The honey inspector employed by this division reports that especially among the smaller beekeepers there is a tendency to sell honey without first properly grading and marking it. All such cases are being reported and at present ten cases of violations of the grade rules are being put in the hands of district attorneys for prosecution. Beekeepers are again warned to see that all honey they sell is properly marked in accordance with the grade rules and regulations established by the Division of Markets. It is the intention to prosecute every willful violation coming to our attention and inspectors will carefully watch stores and other places for unmarked honey. Most beekeepers report that their comb honey is all sold. There are however large quantities of extracted honey still held by beekeepers, as many of them are reluctant to sell at present prices. Wholesale prices are ranging from 20–25c a lb. for extracted honey although large buyers are only offering 17–18c a lb. Chicago reports prices of 18–19c for No. 1 white honey. No. 1 white comb honey ranges from $7–7.50 per 24 section case.

Wool

There is little of interest in the condition of the wool market. Very little selling from the wool pools of the midwest has taken place. Interest in the east has been focused on the Australian wool sales and it is expected that the decline in prices there will have some effect on markets in this country. Trading has been very light and what wool is being sold is generally the finer grades as the only demand seems to be for the fine wools.

Some authorities place the blame for the stagnation in the wool market on the retailer. They point out that he was the very first to take the increased prices but is the last to reduce the prices and seems unwilling to take his losses as all other factors in the trade have done. The public is expecting reduced prices and will not buy under the present conditions where retailers are slow in reducing prices. Because of this slow demand on the part of the buying public there is little buying of wool being done by the manufacturers.

An eastern trade paper gives some figures regarding the world's wool supplies. The estimated stocks of wool on hand in the world at the end of 1919 amounted to 1,318,000,000 pounds. The production estimate for 1920 is placed at 2,700,000,000 pounds which would make a total of 4,018,000,000 pounds. From this should be subtracted the estimated 1920 consumption of 3,094,000,000 pounds which leaves a surplus on hand at the end of this year of 924,000,000 pounds. The consumption of wool in the United States for August was 38,000,000 pounds whi h amount is an increase of 10,000 pound over the July consumption.

It is only possible to give quotations which are more or less nominal. The Boston quotations for Wisconsin wools are as follows: Half blood 55–60c, three-eighths blood 39–40c, quarter blood 36–38c, and common, burry and braid wools 28–30c.

Milk

Letters received show that milk is being put to every possible use by the condensaries of the state. There are a number of condensaries that are not buying milk for their own use but are still taking milk and marketing it for the farmers in one form or another. Some condenseries are making butter and cheese, others are shipping the fresh milk to the large cities for city consumption, while others are marketing the cream or disposing of milk to the ice cream trade.

Practically all the condenseries report large stocks of the canned goods now on hand. The price recently dropped 75½ a case. The price being paid for milk where condenseries are buying it outright is mostly around $2.75 cwt. It is reported that about fifty-five condenseries in the east have closed during the present unsettled condition.

Crop Reports

The following figures given by the Crop Reporting Service show the condition and estimated yields of the important grain crops of the state:

Corn—Estimated 1920 production of 71,855,000 bushels as compared with 85,471,000 bushels harvested in 1919 and a five year average of 56,949,000 bushels. In the United States a yield of 3,216,192,000 bushels is estimated for this year as compared with 2,917,450,000 produced last year.

Oats—1920 crop estimated at 105,996,000 bushels as compared with 78,123,000 produced in 1919. Estimated yield per acre is 44 bushels as compared with the yield of 35.2 bushels per acre in the United States. Total yield in the United States is put at 1,444,362,000 bushels.

Barley—The 1920 yield put at 32 bushels per acre as compared with 26.5 bushels in 1919. Total yield 16,704,000 bushels, 1919 yield 13,568,000 bushels. United States crop 191,386,000 bushels as compared with 165,719,000 produced in 1919.

Wheat—1920 production estimated at 5,354,000 bushels, 1919 7,355,000 bushels. In the United States the yield is estimated at 750,648,000 bushels compared with 940,978,000 produced in 1919.

Buckwheat—1920 production 421,000 bushels, 1919 production 499,000 bushels. United States total yield this year set at 15,532,000 bushels as compared with 16,301,000 bushels in 1919.

Clover Seed—Wisconsin is the second largest producer of clover seed. 1920 production is estimated at 241,000 bushels as compared with 248,000 bushels in 1919. The total production for the United States is set at 1,567,000 bushels with 1,099,000 in 1919.

Apples

The apple crop in Wisconsin this year was considerably bigger than in either 1919 or 1918. The estimated production for this year is 3,628,000 bushels as compared with 2,700,000 bushels produced in 1919 and 2,811,000 bushels produced in 1918. In the United States the total is estimated at 227,978,000 bushels.

Notwithstanding the large production the Wisconsin commercial crop has moved out readily and there remain but a few cars yet to ship. Wisconsin does not produce enough apples for its own consumption throughout the year and many cars of Michigan and New York apples are now being shipped into the state. The Division of Markets is in touch with shippers in these other states and will be glad to assist any parties in the state to secure the stock they want.

Cabbage Inspection

Cabbage grades have been issued by the Division of Markets. These grades are to be used as a basis upon which inspections will be made by state inspectors and certificates issued.

Two inspectors have been appointed and are now working in the two largest cabbage sections of the state. P. M. Anderson, of Somers, is the inspector in Racine-Kenosha county section and Stuart E. Schrieber, Appleton, is the inspector in the Outagamie County section. These men at present are

assisting farmers and dealers in the marketing of the crop and are available at all times to make carlot inspections and issue official certificates. Applications for inspections can be made direct to the inspectors or to this office.

Cheese Grades

A committee has been appointed by the Division of Markets to formulate standard grades for American Cheese for the purpose of keeping up the quality and reputation of the Wisconsin product. The following is the committee that was appointed:

Math Michels, Division of Markets, chairman; George J. Weigle, Dairy and Food Commission; Prof. J. L. Sammis, University of Wisconsin; J. G. Moore, Wisconsin Dairy Protective Association; A. L. Aderhold, Wisconsin Cheese Producers Federation; Will Pauly, Pauly & Pauly Cheese Company; J. H. Wheeler, Plymouth (cheese buyer); A. T. Bruhn, Spring Green (cheesemaker); J. A. Fuhrman, Brillion (cheesemaker).

The work of the committee, in drawing standards which will be sufficiently definite to permit of their enforcement is expected to require several weeks.

Exchange

The items in the exchange list are published free of charge and all parties having farm products for sale can send in their listings the first of each month. The Division assumes no responsibility whatsoever in transactions made through the exchange and reserves the right to accept or reject any listings submitted. Parties interested in any of the listings should write direct to the address given with each listing.

FOR SALE

Holstein—

Purebred bulls—Wm. O'Leary, Honey Creek, Wis., Spring Brook Farm.

3 Purebred bulls—J. P. Torrey & Sons, Kenosha, Wis., R. No. 3.

10 Heifers, 3 yrs. old, 3 cows—C. L. Gleason, Pleasant Prairie, Wis.

Guernsey—

Purebred bull—Wm. M. Keenan, Jr., MacFarland, Wis.

Purebred bull, 10 mos. old—Chas. Beard, Elcho, Wis.

Purebred bull, also purebred bull calf —Mrs. John Meirer, R. 2, Box 102, Kenosha, Wis.

Hogs—

Poland China hogs, boars and gilts—M. T. Paulson, Mt. Horeb, Wis.

Poland Chinas, all ages—Martin Lueck, Hamburg, Wis.

200 Duroc Jerseys, fall boars, fall gilts, bred sows and spring pigs—Sunny Hillside Stock Farm, Wm. G. Voss, Bassett, Wis.

Spotted Poland Chinas—A. W. Burdick, Salem, Wis.

200 feeder hogs—H. J. Rahmlow, Phillips, Wis.

Poultry—

Purebred Rhode Island Reds, Anconas, African, White China, Toulous Geese, White Indian Runner, Buff Orphington, Cayuga and Blue Swedish ducks—Mrs. Wm. O'Leary, Honey Creek, Wis.

Large number of Rhode Island Red cockerels—J. B. Mondlock, R. 3, Grand Ave. Road, Kenosha, Wis.

Miscellaneous Livestock—

3 Purebred B. Swiss cows and 3 bull calves—L. Francisco, Dancy, Wis.

65 head of yearling steers—D. M. Hunter, Waukesha, Wis.

Purebred Jersey bull calves—Adolph T. Johnson, Midway and also La Crosse County School of Agriculture, Onalaska.

3 Purebred bulls—George C. Breul, Camp Lake, Wis.

4 Shorthorn cows—Peter Miller, Salem, Wis. R. 28.

Purebred Fox Terrier Puppies—Wayne Taylor, Marionville, Mo.

Airedale Puppies—Nellie M. Taylor, Marionville, Mo.

Miscellaneous—

2 cars (600 bu. each) Ben Davis Apples—Wayne Taylor, Marionville, Mo.

Oderbrucker barley, winter wheat, large white oats—Chas. A. Phillips, 227 Dempster St., Evanston, Ill.

Wanted—

50 pounds unhulled white sweet clover seed—L. Francisco, Dancy, Wis. R. 2.

Dairy Market

The cheese market has suffered a setback and an unsettled feeling prevails. A weak feeling has prevailed at the primary markets in the state and this feeling has spread to the large markets. Export and southern trade has not developed as had been expected. The unsettled situation in the milk market has had its effect upon market conditions which with the unusually light consumption of cheese has had a tendency to bring down prices and slow up trading. The following prices have prevailed at primary markets: Flats 27–27½c, Twins 25¾–27c, Daisies 26½–28c, Young Americas 26–27c, Longhorns 26–27⅝c, and S. Prints 29–29½c.

The butter market has experienced the same conditions as the cheese market. Strong attempts have been made to keep the price up but without avail. A number of factors have combined to cause the price of butter to drop and thus keep it in line with the general price tendency in many other food products. There has been considerable difficulty in disposing of undergrade stock as the demand seems to be only for first class stock. Considerable foreign butter is being shipped to this country which adds to the problem. The first part of the month 92 score butter sold in Chicago at 59–60c. Present prevailing prices are 54–54½c. Centralized lots are bringing 53c a pound. In Milwaukee fresh creamery butter sells at 54–57c.

The egg market is firm with demand good and supplies fairly light. In Milwaukee fresh country candled eggs are bringing 54–55c a dozen with miscellaneous lots selling at 51–53c.

Grain

There has been considerable fluctuation in grain prices especially in sales of futures. Crop reports, export and financial conditions, and general lacking of a heavy consumptive demand are all influencing the market at present. In Milwaukee the following prices prevail: Barley $1.08–1.10 bu.; Rye $1.66–1.69; Wheat $2.13–2.25; Oats 55–56½c; Corn 92–94c bu., and Choice Timothy Hay $31–31.50 ton and mixed $26–27 ton.

Live Stock

With liberal receipts of common grades the cattle market has been quiet. In Chicago prince steers have brought up to $17.75 cwt. but most stock sells at prices ranging from $12–15.50. Choice veal calves range from $15.75–16.25 with the grassy stock ranging from $9–11.50.

Trading in hogs has been slow with bulk of the sales ranging from $14.25–15.75. Pigs bring prices ranging from $15–15.25 cwt.

The sheep market is draggy with bulk of native lambs selling from $11–12 cwt. Ewes range from $5–6.25 and yearling wethers $9–9.75.

In Milwaukee the following prices prevail. Cattle, good to choice steers $10–16, medium to good $8–9.75, cows $6–8.50; Hogs, prime heavy and light butchers $15.25–15.75, fair $14–15; Calves, good to choice $15–16, fair $14.50–15.25; Sheep, choice lambs $11.50–12.00, fair $10.50–11.25 and ewes $5–5.50.

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 1, No. 25. Madison, Wis. October 30, 1920

Commodity Prices

Dairy products increased in price in the state during October according to the reports received from all over the state giving retail prices of the important food products. Declines, however, were noted in potatoes, sugar and flour, while meat prices remained practically the same.

The average retail price of butter in September was 57.6c lb. while in October it was 59.5c lb. Dairy butter sold by the farmer averaged him 53.9c lb. Eggs sold by the farmer averaged him 51.2c dozen and the average retail price was 55c as compared with the September average of 48.8c dozen. The average milk price remained the same at 11c quart. The average retail price of American cheese was 34.9c lb. compared with 34c in September.

Sugar continued its decline but there is a wide variation in the retail price. The prices paid over the state ranged from 12 to 20c lb. with a state average of 16.1c lb. as compared with the September average of 18.6c. Flour dropped from the September average of $4.00 per 49 lb. sack to the October average of $3.65. The cabbage average price remained the same at 3.8c lb. The average price per ton received by the farmer was $6.30. Potatoes brought the farmer an average of $1.28 cwt. and retailed for an average price of 2.4c lb. compared with the average September price of 3.7c lb. The average retail price of round steak this month was 29.7c lb. and of pork chops 33c.

The following are the average prices received by farmers for products sold to local dealers: hogs $13.62 cwt., cattle $6.28 cwt., mixed fowls 21.3c lb., wool 28c lb., yellow corn $1.14 bu., oats 55c bu., barley 93.7c bu., wheat $1.95 bu., and timothy hay $22.99 ton.

City Milk

No decided change has taken place in the city milk market. In the cities reporting for both September and October the average price paid to farmers for October milk by the city milk companies was two cents a hundred pounds less than the September average. In four of the cities the price to farmers during October was more than the price paid during September, in two cities the October price was lower than the September price and in four other cities the price remained the same. In these same cities the price to consumers was lowered in two cases and remained the same in eight cases and in no city was there an increase in the consumers' price.

The Market News Letter is sent free of charge to anyone who cares to receive it. If you are not already receiving the News Letter you can have your name added to our mailing list by writing the Division of Markets, Madison.

The following table gives the buying and selling price of milk in a number of the leading cities of the state. There are approximately 46.5 quarts in a hundred pounds of milk.

City	Price to producers per 100 lbs. milk	Price to stores per quart	Price to consumers per quart
Appleton	2.90	10.5	12
Ashland	3.00	10	12
Beloit	3.70	14	15
Chippewa Falls	3.25	10	12
Green Bay	3.00	11.5	13
Janesville	3.70	13	15
Madison	2.75	11	12
Marinette	2.49	12	13
Milwaukee	3.75	11	12
Racine	3.70	12	13
Superior	3.75	13	15
Wausau	3.00	10.5	12

Potato Show

The dates of the Wisconsin Potato Exposition have been changed from November 15–20 to November 30–December 4. At this potato exposition, which has gained a nation-wide recognition, the Division of Markets will supervise a sale of Wisconsin inspected seed and commercial potatoes.

The exhibit in the seed class will be made by growers of state inspected stock and the commercial stock will be packed by members of the Wisconsin Potato Growers' Association, Wisconsin Equity Produce Marketing Association, Farmers' Potato Sales Bureau and by independent shippers. All stock in this class will be packed according to the grades established by this department which are the same as the United States grades except that Wisconsin grades are mandatory.

In the Wisconsin inspected seed class there will be 200,000 bushels grown in Wisconsin this year. Growers have been instructed to send 30-pound representative samples of each variety that they offer for sale and to give the amount represented by each sample and the price. Each exhibitor in this class will be asked to sign a contract guaranteeing to fill all orders taken at this sale to conform with the sample.

In the commerical stock class it is expected that at least 500 carloads will be represented by ten sacks of two and one-half bushels each taken from the different cars. In all cases cars must run

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Entered as second-class matter February 4, 1920, at the post office at Madison, Wisconsin, under the Act of June 6, 1900.

equal to sample shown. Each lot will bear tags stating grade, price and number of cars offered represented by such sample.

The object of this sale is: (1) to reduce the purchase cost of inspecting stock at shipping points by showing under state supervision authentic samples of stock offered for sale; (2) to demonstrate that by mandatory grading the quality of Wisconsin stock is far superior to that of former years; and (3) to bring the buyers of Wisconsin potatoes and our own shippers together so they may come to a better understanding of the requirements for the different markets.

Marking American Cheese

The Division of Markets recently issued an order stating that on and after November first every American cheese made in the state must be marked with a stamp showing the date the cheese was removed from the press, the date the cheese was packed or boxed, which date must be at least three days after date of removal from the press, and the date the cheese was paraffined which must be at least three days after date of removal from the press.

The stamps for use in marking cheese can be secured by writing to this office. Every factory must have a factory number assigned to it by the division. The rubber stamp furnished by this office at cost has on it the factory number and the various date lines and costs 15 cents. Cheese factories which have not secured a stamp or at least secured their factory number are urged to write this office at once.

Combining Farm Organizations

A movement is on foot to combine the Farm Bureau with the Society of Equity and the Division of Markets takes the attitude that such a combination would be beneficial to the farming interests of the state. It would give a strong central organization that could back all movements in which the farmers of the state are interested and this division would be in a better position to assist organization work amongst farmers of the state and could look to the farmers for advice and assistance in carrying on the work of the division.

Whether or not the combining of the two organizations will be completed will be decided by a vote of the members of both.

History of Cooperation in Wisconsin

Cooperation aims at improving the business methods of farming. It comes into existence when farmers feel that the profits they realize are too small or when they feel that the prices they have to pay for machinery, fertilizers and other supplies are too high to enable them to keep the cost of production within reasonable limits. By cooperating they are in a position to buy and sell to better advantage because as members of cooperative societies they can bargain more nearly as equals with other business organizations.

The need for better business methods began to be felt in the United States shortly after the Civil War. An association was formed, the National Grange, otherwise called Patrons of Husbandry. In the beginning of its existence the purpose of this association was to improve the social conditions of the farmer. But soon after its foundation it turned its attention to the improvement of the business methods of farming. The Grange was established in Wisconsin about 1870 and this was the first serious effort at cooperation among Wisconsin farmers. The local associations known as Granges banded together for the support of a state purchasing-agent, who assembled orders from the respective associations, and apportioned them among various manufacturers willing to sell directly at wholesale, purchasing in carload lots wherever possible. The Grange also planned factories to make harvesters, plows, wagons, sewing-machines and all sorts of farm implements. The period of greatest activity of the Grange was between 1875 and 1880. In 1875 the Grange had over 500 local organizations in Wisconsin with a membership of 17,000—in 1915 there were only 55 subordinate Granges in this state with a total membership of about 2200. At the present time the activities of the Grange are mostly social and educational, but it can be listed among cooperative institutions because the aim of its educational activities is the development of cooperation, and at least two Granges own stores and a few more do buying and selling in a limited way.

After the decline of the Granger movement the work of cooperative organization among Wisconsin farmers was taken up by the American Society of Equity. This society had its inception in southern Illinois in the late nineties. Active organization work began in Wisconsin in 1903. The Wisconsin State Union was formed in January, 1906, and its state paper, the *Wisconsin Equity News*, was established in May, 1908. There are about 42,000 farmers of record in the organization in this state. They are banded together in approximately 900 local unions. The purposes of the American Society of Equity are best expressed in the Sir Horace Plunkett formula "Better Farming, Better Business, Better Living." The Society operates on the theory that "Better Farming" and "Better Living" must await "Better Business" methods which will yield average farmers sufficient incomes to enable them to do better farming and to enjoy better living.

This theory is being put into practice by the establishment of many local cooperative business activities including shipping associations; buying and selling associations; creameries and cheese factories; cold storage plants; warehouses and elevators; and larger activities of a more general charater like sales agencies for grain, cheese, potatoes, hay and fruit. The state headquarters of this organization are at Madison. The official paper, *The Equity News* is published in Milwaukee.

During the past few years cooperative activities of all kinds have been organized. At the present time there are over 2500 farmer companies all of which are more or less cooperative in principle. Nearly every phase of cooperative activity has been attempted, some of them with considerable success. Among the cooperative companies in Wisconsin are Cheese Factories, Telephone Companies, Creameries, Insurance Companies, Livestock Shipping associations, Produce Shipping associations, Stores, Fruit Exchanges, Packing Plants, Laundries.

The latest organization to enter the field of agricultural cooperation is the

Wisconsin Farm Bureau Federation. Its aims are to awaken a general interest in agriculture and to promote better business methods in farming through cooperation in buying and selling. The Wisconsin Farm Bureau Federation began its work in this state in April, 1920. It has up to this time organized nine counties with over 10,000 members.

Potatoes

Growers and dealers at present are resting on the rich reward of their last year's labors for this has been one of the lightest Octobers for a number of years. The movement of the wheat growers of the midwest to hold their product for higher prices cannot be heralded as the first attempt at that kind of action, as Wisconsin potato growers have been doing that to a great extent all during this month. From all parts of the state comes the report that growers are dissatisfied with present prices and are holding their stock for more money.

Shipments have been light so far this year. The warm fall has been detrimental in a way and buyers have held off because of the general condition of the stock being such that buyers are afraid to buy heavy for all winter storage purposes The stock in general has not ripened up as it should and much of it is arriving in a feathered condition expecially where the potatoes have been roughly handled in grading and loading. Growers and dealers at some points report trouble with the rot, but so far this has not been so severe as it was last year. Last year there were shipped over 5600 cars in the month of October alone, whereas from the beginning of the season up to the including October 26th there have been only 2699 cars shipped.

The following is a brief summary of reports from the potato inspectors employed by this division.

Waupaca District—Dry rot not bothering and scab is light. Crop not above the average in respect to yield but the quality is fine. Nearly all stock being shipped is U. S. No. 1 grade. Prices to farmers range from $1-1.25 cwt, with carloads selling at $1.40-1.50.

Shawano District—Yield ranges from 150 to 275 bushels per acre. Dry weather and early frosts affected yield in some localities. Quality unusually good with stock running a good size. very little scab and practically no dry rot. 95% of stock being shipped as graded stock and shippers and farmers generally are helping to better the grade of stock beingput on the market. Prices to farmers range $1–1.25 cwt.

Bloomer-Rice Lake District—Stock as a whole is of good quality and most of the stock being shipped out as U. S. No. 1 grade. Some points, however, are bothered considerably with scab. Yield ranges from 100 to 150 bushels per acre with some few yields up to 200 bushels per acre. No. 2 stock not being bought. Prices paid to farmers for No. 1. potatoes range from $1–1.25 cwt. Car shortage not serious so far. Great amount of stock being put in pits and storages.

Prices vary considerably at the different points in the state. The bulk of the stock has been bought from the farmers the last few days at a price of around $1.10 cwt. for U. S. Grade No. 1 bulk round whites. A number of points are paying $1.15 and $1.20 and some few as high as $1.25. On the other hand, however, prices at some few points have dropped to as low as 90c cwt. No. 2 stock is not generally being bought but where it is bought brings around 50c cwt. No. 1 sacked stock in carlots at shipping points ranges from $1.40–1.50 cwt. Some extra good stock, however, has been sold at $1.60 cwt. F. O. B. shipping point. Last year at this time farmers were being paid $1.75–2.00 cwt. and carlots were bringing $2.20–2.30.

The terminal markets are showing the effects of heavy receipts of immature and poorly graded stock. There is a good demand for ripe stock and the markets as a whole are steady. In Chicago, Wisconsin U. S. Grade No. 1 sacked Round Whites are bringing $1.65 –1.80 cwt. and the partly graded stock $1.25–1.50 cwt.

Cabbage

The cabbage market has experienced its ups and downs the past few weeks. The weather conditions have been a factor in the uncertain conditions that prevail. In some sections as much as 50 per cent of the cabbage remains to be cut and farmers and dealers feel that there will be no great change until cold weather sets in. Farmers have been busy with corn, sugar beets and other crops and so hauling of cabbage has been light.

The cabbage inspectors are reporting that the cabbage on a whole is of very good quality but that better handling methods are needed in some sections. Some growers and shippers are reported as selling ungraded cabbage that is in poor condition. Such tactics only help to further depress the already weak market and the inspectors are doing everything in their power to discourage this practice.

The crop is very large and some dealers predict that some of the crop will never find its way to market. The demand has been erratic and some shipments are rolling unsold. Car shortage is reported from some districts and this shortage is expected to be intensified when it becomes necessary to ship in refrigerator cars. Very little storing has been done but within the next couple of weeks it is expected that large amounts of cabbage will be put in the storages for winter shipment. Shipments to Oct. 26 have amounted to 1758 cars.

Prices have varied considerably. In the Racine-Kenosha county district dealers a short time ago paid farmers as high as $10 a ton for Danish cabbage but the market has reacted and farmers now are only receiving around $5 a ton. In Outagamie county the price advanced to $7–$8 a ton but at present $5–$6 are the prevailing prices. Loaded cars have been sold by dealers for $8–$10 a ton. In Chicago Wisconsin stock has been selling for $10–$12 a ton.

Honey

The honey market remains steady although the movement is light. Extracted honey prices remain about the same although large buyers are not buying very heavily in the state due probably to their ability to buy honey in other states at a cheaper price. Wisconsin beekeepers, however, are able to sell their honey for use in blending with honey produced in other states. Wholesale prices still range 20–25c a pound for No. 1 extracted honey with retail prices 30–35c a pound. Comb honey is practically all sold.

The honey inspectors are making progress in their efforts to inform all beekeepers and dealers of the rules and regulations for grading and marketing honey. Much of the work is educational and beekeepers are responding very favorably. There have been willful violations of the law, however, and inspectors are on the lookout for these cases and as soon as they are reported to this office the matter of their prosecution is taken up. Beekeepers should be planning to attend the State Beekeepers' Convention in Madison on December 1, 2 and 3. Any suggestions regarding the grades and their application are especially solicited by this office and the grades will be discussed in full at the meeting.

Wool

The United States Department of Agriculture announces that excess prof-

its on wool by dealers handling the 1918 wool clip under war regulations will amount to about one million dollars. Four hundred and sixty thousand dollars have already been returned and this will be distributed to the wool growers of the country. There are a large number of Wisconsin growers who will benefit by this distribution of money.

The wool market is steadier but with unsettled conditions the tendency it downward instead of upward. The best wools are now being bought in Australia and prices on these supplies remain firm. There has been but little movement of home produced wool and farmers are beginning to wonder what will become of the large quantities of wool now held in the pools. Laborers in the mills of the east have all accepted a decrease in wages and as prices on goods are approaching a low level it is expected that buying will be stimulated and thus make a demand for wool. Boston nominal quotations for Wisconsin wool are lower than those reported two weks ago. The quotations are as follows: half blood 48–50c three-eighths blood 38c, quarter blood 36–37c and common and braid wool 18–20c.

Apples

The crop of Wisconsin apples are practically all disposed of and buyers are now receiving their stocks from other states, principally Michigan and New York. Considerable stock is being shipped this year in bulk due to the scarcity of barrels and some of the stock which was formerly packed in barrels is now being shipped in bulk. New York apples can be secured by this office for anyone in the state at a price of about $2.75 per cwt. delivered at Wisconsin points. The total shipments of Wisconsin apples up to and including October 26th have amounted to 43 cars.

Onions

The onion market is in practically the same situation as the cabbage and potato market. The yield is exceptionally heavy this year and to date there has been little demand. The stock is of very good quality and because of the poor demand much of the stock is being put into storage. The largest producing section in the state is in the Racine-Kenosha county district. Red and Yellow Globes are grown and there are a number of growers who have produced onion sets and have them for sale. Dealers are paying growers 75–90c per cwt. and in Chicago onions are selling for $1.25 cwt. Total shipments from Wisconsin up to and including October 26th were 161 cars.

Milk

The average price paid by condenseries to farmers for October milk was $2.94 a hundred pounds as compared with a September average of $3.26 cwt. There was practically no change in the high price in each district but the low price in every district was considerably below the low price in September. The lowest price paid by condenseries in September was $2.60 while the low price in October is $2.00. The following table gives the high, low and average price paid by condenseries in the various competitive districts.

District	Price per 100 lbs.			Test basis		Differential per 1% test		
	High	Low	Ave.	High	Low	High	Low	Ave.
Milwaukee city milk	$3.80	$2.70	$3.36	4	3.5	4	4	4
Chicago city milk	3.70	2.60	2.91	4	3.5	7.5	4	4.5
American cheese	3.30	2.25	2.70	4	3.3	5	2	3.5
Foreign	3.35	2.50	2.85	3.7	3.5	6	4	4.5
Butter	3.10	2.00	2.88	4	3.5	8	4	5

By comparison the city milk trade is the best market a farmer has for his milk. However, only a small proportion of the farmers are in a position to dispose of their milk in this way and must look to the other outlets. According to the average price being paid the condenseries furnish the second best outlet followed by the butter and cheese factories. The following table gives the high, low and average price paid by the various factors in the milk trade. The figures for the condenseries, and butter and cheese factories are figured on a basis of 4% milk while the city milk company prices are on a flat basis.

	Price paid per 100 lbs.		
	High	Low	Ave.
City milk companies	$3.75	$2.75	$3.23
Condenseries	4.00	2.16	2.96
Butter factories	4.15	2.12	2.65
Cheese factories	2.99	2.01	2.37

Live Stock

The cattle market has been steady but not exceptionally active. Choice stock is in demand but is scarce. In Chicago the bulk of steers have been selling for $15–16.50 cwt. Cows have moved fairly well at prices ranging from $7.50–10.50 cwt. Choice veal calves are selling at $13–14.00. Grassy stock move $6–9.50 cwt. Receipts of sheep have been moderate and the market fairly strong. Choice lambs have ranged $12–13 cwt. and ewes $5.50–cwt. The hog receipts have been fairly heavy. Bulk of the stock has moved at $12.25–13.25 cwt.

In Milwaukee the following prices prevail: hogs prime butchers $12.75–13.50, steers $11–16, cows $5.75–8, calves $12–13.50, lambs $10.50–12.50 and ewes $5–5.50.

Grain

Interest in the grain trade is centered on the outcome of the declaration of the midwest wheat farmers that they intend to hold their wheat until the price has reached $3.00 bushel. Market are generally firm with buying fairly active. In Milwaukee the following prices prevail: rye $1.72–1.75 bu., barley $1.07–1.11 bu., oats 52½–54½c bu., corn 88–90c bu., wheat $1.80–2.10 bu. and timothy hay $28.50–31.50 ton.

Dairy Markets

The cheese market has suffered a setback and declines have been heavier at primary markets than at the terminal markets. Condensery made cheese is now appearing on the market and will no doubt be a factor on the market. The export business is light and stocks held are light. Prices at primary markets have ranged as follows; Flats 24–24¾c lb., Twins 22–24c, Daisies 22–25½c, Young Americans 24–27½c and Longhorns 22–24½c lb.

There is likewise a weakness in the butter market, the only redeeming feature being the strong demand for the fancy grades. There is practically no buying demand and the movement of stock is very light. Storage stocks are accumulating and the production is heavy. 92 score butter in Chicago has ranged from 54–58c with centralized lots at 46–50c lb. In Milwaukee fresh creamery butter brings 56–57c lb.

The egg market is firm and the demand is good. Fresh current country candled eggs in Milwaukee bring 55–56c dozen, and dirties and seconds 40–42c. In Chicago the following prices prevail: extras 67–68c, first 54–58c, storage packed 60–61c and dirties 38–43c.

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 1, No. 26. Madison, Wis. November 15, 1920

Potatoes

Fluctuating prices have featured the potato market the past two weeks. In the latter part of October the market was weak and growers were greatly dissatisfied with the low prices. Shortly after the first of the month the market strengthened and prices went to the highest point they have reached since the middle of September. The advance was only temporary, however, and the market soon began to settle back. The market now is steady with only a moderate demand and movement.

The following reports come from the inspectors in the various districts:

Stevens Point District—Stock in good condition with practically no disease. Farmers have stored heavily and warehouses nearly full with stored stock. Heavy movement not expected until $2.00 cwt. is paid farmers.

Rhinelander District—Farmers storing heavy and 95% of stock in warehouses is stored stock. Car shortage has held up loading at some points. Practically all stock being shipped is U. S. No. 1 grade. Stock generally free from disease.

Portage District—Average yields range from 90–125 bushels per acre. Most stock medium size with stock from some places scabby and knobby. Farmers selling the undesirable stock but holding best grade stock for higher prices.

Bloomer–Rice Lake District—Car shortage reports are numerous. Hauling curtailed on account of many warehouses filled to capacity. Stock generally good and no serious diseases in evidence.

Shawano District—Movement light and farmers holding greater part of the crop. Stock in some sections scabby and some soft rot developing in early stored stock. Car shortage hindering movement.

Shipments have been light, in fact all the stock shipped for the entire season to date does not equal the amount shipped in the single month of October last year. The total movement this year up to and including November 8th has amounted to only 4325 cars, whereas, up to the same date last year, 8888 cars were shipped. This light shipment has been made in the face of figures which show that the crop this year will be around 5000 cars larger than last years crop. The Crop Reporting Service estimates this year's commercial shipments at 25,900 cars. The amount of field run stock shipped this year is estimated at 23.5% whereas last year it was 27.8%. This decrease shows that the grading and inspection work of this division is helping to decrease the amount of ungraded stock shipped. This is encouraging as ungraded stock only helps to destroy the reputation of Wisconsin potatoes and it is upon good graded potatoes that the reputation of the state must be built. Because of the large amount of poor, ungraded stock shipped out in the past, Wisconsin has been losing its reputation on the central markets and this division is now working to win back a good reputation by its grading and inspection work.

Prices paid to farmers have fluctuated as have the prices on the central markets. The first part of the month, farmers were being paid from $1.60–1.75 cwt. for bulk U. S. No. 1 Round Whites. This stock in sacked carlots at shipping points sold for $1.90–2.10 cwt. In Chicago and other central markets such stock sold for $2.25–2.40 cwt. The market did not stay long at that range and dropped to the present prices of $1.35–1.50 cwt. to growers, $1.80–2.00 cwt. for carloads F. O. B. shipping point and $2–2.25 cwt. in Chicago.

Cabbage

The cabbage market remains in an unsettled condition with a general downward tendency. The demand and movement has not developed as had been expected and consequently only a small amount of cabbage has moved to market. This lack of a demand combined with other factors has kept the price down to such an extent that farmers have been storing instead of selling at prevailing prices.

The cutting will practically be completed by the 15th and also by that time the storages will be practically all filled. Some dealers have hesitated about storing under present conditions and have been very exacting in their picking of stock for storage. In some localities, there has been some loss due to rots developing in the stored stock. Farmers have been storing in barns, sheds and straw piles and rot has been developing in such stock and it is feared that there will be loss from freezing.

The prices received by growers took a jump up to $8 to $10 per ton but soon settled back to the old price of $4–5 per ton, with some dealers paying as high as $6.00. The demand in the large markets is slow and few sales are reported. In Chicago No. 1 Danish stock has been selling for $8–9 ton. Car shortage is reported from some sections and will probably become more acute now that the time for using refrigerators has arrived. Some growers and dealers expect that with the arrival of cold weather and shortage of cars the market will take a turn for the better. Shipments of cabbage up to and including the 9th amount to 2,664 cars which practically equals the shipments to the same date last year.

Coal Hearings

The Division of Markets is assisting the attorney general's office in conducting state wide inquiries under the anti-trust law to determine facts relating to prices and supply of coal in Wisconsin. Hearings have been held at Madison, Milwaukee and Racine and are to be held November 18 at Sheboygan and November 20 at Ashland.

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STATE OF WISCONSIN, } ss.
COUNTY OF DANE }

Before me, a notary public in and for the State and county aforesaid, personally appeared B. B. Jones, who, having been duly sworn according to law, deposes and says that he is the Editor of the Market News Letter, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations.

1. That the names and addresses of the publisher, editor and business managers are:

Publisher Division of Markets, Edward Nordman, Director, Madison, Wisconsin; Editor, B. B. Jones, Madison, Wisconsin.

2. That the owners are: State of Wisconsin.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

B. B. Jones, Editor.

Sworn to and subscribed before me this 10th day of November, 1920.

Alice O'Meara,
(Seal) Notary Public,

(My commission expires September 14, 1924.)

Residing Madison, Wisconsin.

Potato Exposition

All persons interested in any way in the potato industry of the state should not fail to make plans to attend the Wisconsin Potato Exposition to be held at the Milwaukee Auditorium from November 30–December 4. The Exposition is being widely advertised over the state and a large crowd is expected.

There are to be a number of new special features this year, one of them being the lot sale of potatoes supervised by the Division of Markets. Invitations have been sent to large numbers of out of state buyers and many have signified their intention of attending the sale and purchasing the table and the seed stock they require. Ten sack samples from each car of table stock will be exhibited and 30 lb. samples of the seed stock. Several hundred bushels of potatoes will be given away during the week and numerous demonstrations will be provided.

Milwaukee Inspection Service

The U. S. Bureau of Markets has a fruit and vegetable inspector stationed in Milwaukee but under terms of the federal law he is only allowed to make inspections on products coming from outside the state. There has been a need for inspection on products arriving in Milwaukee from points within the state and in order to fill this need the Division has arranged with the federal department to appoint their inspector in Milwaukee as an inspector for the Division of Markets and thus make it possible for him to make inspections or intrastate shipments.

This service has been arranged for both the convenience of the shippers of the state and the Milwaukee dealers. On inspections of state shipments an official state certificate, good as prima facie evidence in any state court will be given on payment of the fee which is five dollars per car. In addition this service will be available at Racine and Kenosha if such inspections do not interfere with the inspector's work in Milwaukee. Applications for these inspections can be made to this office or direct to the inspector, H. A. Arenz, 314 Federal Bldg., Milwaukee.

Expositions and Shows

Interested parties should make note of the following expositions and shows soon to be held and plan to attend and exhibit products where possible.

International Live Stock Exposition and Grain and Hay Show—Chicago, November 27 to December 4.

Wisconsin Potato Exposition—Milwaukee, November 30 to December 4.

State Grain Show—La Crosse, January 26 to 29, 1921.

Co-Operative Creameries in Wisconsin

Cooperation in Wisconsin shows many instances of failure and success. In general it can be said that cooperative enterprises are successful when they grow from a local to a larger unit, when the stockholders live in the same community and have the same interests, and when they start in a field where there is no competition from some powerful centralized monopoly.

Among the cooperative enterprises in Wisconsin the most successful are the cooperative creameries, of which there are approximately four hundred. The number of all the creameries in the state exceeds eight hundred.

In size the cooperative creamery consists of about 50 to 150 members, with a few smaller and also a few larger than these limits. The capitalization is, for the great majority, from $1000 to $5000 each. There are some with only a few hundred dollar's worth of stock and a very small number have eight or ten times the usual amount. The value of shares varies considerably but the most common size is $10, the next most common size is $25.

In the payment of dividends there is a wide variety of practice. As a rule dividends are not excessive, the purpose being to pay as high a price as possible for cream rather than to pay above nominal dividends on stock. Two-thirds of the cooperative creameries have voluntarily limited their dividend payments to 6%.

While under the general law share-voting is the regular way, it is reported that well over half of the cooperative creameries have adopted the one-man-one-vote plan.

A good illustration of a successful cooperative creamery is the Elk Mound Cooperative Creamery Company which was organized in the summer of 1915. This is a truly cooperative organization in which one stockholder is entitled to one vote only, notwithstanding the amount of shares he holds. Its articles of incorporation provide further that the value of the individual stockholder's share should not exceed one hundred dollars. The directors are chosen by the stockholders and are stockholders them-

selves. Its authorized capital stock is $1000. The number of its stockholders is 184. The interest paid on capital stock is 6%.

The reports of the Elk Mound Cooperative Creamery Company show a steadfast growth in the amount of business transacted. In 1915 during the first half year of its work the amount of business transacted was $45,054.54. It grew from $146,681.22 in 1916 to $180,585.84 in 1917, to $227,271.51 in 1918 and to $295,704.35 in 1919. The profits realized grew from $686.12 in 1916 to $1,330.25 in 1917 and to $2,570.18 in 1918. The report of 1919 shows, however, a slightly smaller profit, $2,255.90. The assets are listed at $15,495.17 and the liabilities and indebtedness at $1,492.89.

Apples

The production of apples in the state this year was much larger than usual as the 1920 crop amounted to 3,650,000 bushels as compared with 2,700,000 bushels in 1919. The crop in the United States is approximately 88 million bushels greater than the 1919 crop.

Wisconsin apples have been practically all sold and the state is now being supplied with apples from other states, largely New York. The Division of Markets is assisting farmers organizations and others in the state in securing cars of apples for winter use and are getting stock delivered direct to the consumer at reduced prices. A car was recently secured by the division for a farmers, organization in the northern part of the state and the farmers were sold the apples at a price that was 6 cents a pound below that being charged by dealers. Any parties interested in securing apples in carlots can write the Division of Markets for assistance.

Wool

The wool market remains inactive as far as sales are concerned. The outlook is not bright and there is no indication of the time that a decided change for the better can be looked for. Very little of the wool held in the wool pools formed by the farmers of the midwest has been sold and there is a concerted action to hold tight and wait until satisfactory prices have been set.

The goods market is inactive and it is estimated that 25 per cent of the spindles in the country are idle. Lack of credit is bothering many would-be buyers and what buying is being done is for actual present needs and this is limited due to a light consuming demand on the part of the public largely due no doubt to the high prices which retailers are prone to keep charging. Some authorities look for a break after the first of the year but that is only guess work. No bids high enough to cause consideration have been received for the wool in the state pools and therefore the approximately twenty-eight millon pounds of wool held by the growers is still in central warehouses waiting for a price large enough to warrant its movement.

Honey

Slow demand and movement has caused a slump in the honey market and price trend for extracted honey is downward. Wisconsin beekeepers have been receiving higher prices than beekeepers in many other states and at present are quoting honey at prices above the average market price. Wholesale prices range from 20–25c lb. for No. 1 white honey and producers are holding generally rather than sell it at a price below 20c. In Chicago jobbing prices range from 16–19c lb.

The work of enforcing the honey grades is progressing favorably and beekeepers on the whole are giving assistance in the work. Evidence is being collected by the honey inspectors and all flagrant violations of the law will be prosecuted.

Crop Reports

The following figures by the Crop Reporting Service give the production of some of the important Wisconsin crops.

Corn—Production and yield per acre second largest in history of the state. Average yield 44 bushels per acre, total yield 81,664,000 bushels compared to 1919 record crop of 85,471,000 bushels. Production in the United States estimated at 3,199,000,000 bushels as compared with 2,917,000,000 bushels in 1919.

Tobacco—Average yield 1290 pounds per acre. Total yeild 62,210,000 pounds as compared with 61,069,000 pounds in 1919. United States total yield in 1920 87 million pounds more than 1919 yeild.

Buckwheat—Total production 416,000 bushels, compared to 499,000 produced in 1919.

Potatoes—Total production 32,118,000 bushels ompared to 28,199,000 produced in 1919. Average yield per acre 106 bushels, compared to 94 in 1919. Production in United States estimated at 421,252,000 bushels as compared with 357,901,000 produced in 1919.

Sugar Beets—Total production in the state estimated at 195,000 tons compared to 117,000 in 1919. In the United States the crop is estimated at 8,821,000 tons as compared with 6,421,000 in 1919.

Clover Seed—Estimated production 218,000 bushels compared to 248,000 produced in 1919. In the United States production is estimated at 1,436,000 bushels compared to 1,099,000 bushels in 1919.

Milk

There has been no decided change in the milk market. The general price tendency is downward and because of unsettled conditions in the condensed milk market there has been no increased activity on the part of condenseries. Some manufacturers have been unable to move their stocks in large quantities because of the inactive market.

There is nothing definite to indicate just how soon all the condenseries can be expected to return to normal conditions. At present it does not look very encouraging as the stocks on hand are very large and the sale from these stocks very slow. The increase in total stocks of condensed and evaporated milk held in the country on October 1, 1920, amounted to 102.7% over the holdings on October 1, 1919. The unsold stocks held by the manufacturer on October 1, 1920, amounted to 201,259,548 pounds, which amount represented an increase of 103.7% over the stocks held on October 1, 1919. City milk prices are dropping in some cities and the price paid to farmers for milk has been lowered in a number of places. This action no doubt is due in part to the general price lowering tendency now in effect over the country.

Beans

The bean market is in practically the same condition as the market in a number of other commodities. There has been practically no demand and movement and prices are below those of last year at this time. The acreage in the state in 1919 was 12,900 acres while the preliminary 1920 estimates shows 11,000 acres. However, according to the Crop Reporting Service the 1920 yield will average 13.4 bushels per acre as compared with 10.6 bushels in 1919. Thus the 1920 yield is expected to be slightly larger than last year.

The other bean producing states have large crops and there is close competition on all markets. Choice hand picked stock is now bringing $5.00 per cwt. with

poorer graded stock bringing much less. Even at this price the movement is slow and there is a tendency in the state to hold stocks for higher prices.

Dairy Markets

The cheese market has recovered from the late October slump and the demand has improved to such an extent that prices have advanced and a firm feeling exists at the primary markets. The quality of cheese on the market at present is good and receipts are increasing on the central markets. The following prices have prevailed at primary markets: Flats 23½–25c, Twins 22–25c, Daisies 23–25c, Young Americas 23½–26c and Longhorns 23½–26½c lb. Special lines of cheese have sold at Chicago as follows: No. 1 round Swiss 38–39c, Fancy 45c, Limburger 20½c, Brick fancy 20–21c lb.

The butter market has experienced the same recovery as the cheese market and a firm feeling exists. Production has been light and prices have advanced. Danish and New Zealand butter affects market conditions in the east. Higher grades are scarce and thus lower grades are strengthened. In Chicago, 92 score butter ranges from 61–62¼c lb. with centralized lots 54–58c lb. In Milwaukee fresh creamery butter brings 60–61c with extra firsts 57–58c lb. Dairy butter ranges 45–48c lb.

The egg market is firm with prices higher. In Milwaukee fresh country candled eggs bring 63–64c doz. with miscellaneous 58–62c doz. The Chicago price on extras is 77–78 doz., firsts 67–68c and storage packed 70–71c doz.

Grain

The following prices prevail in Milwaukee: Barley $1.07–1.08 bu., Corn 89-92c bu., wheat $1.70-2.00, rye $1.53–1.56 bu., Oats 50–52½c bu. and choice timothy hay $28–29 ton.

Live Stock

The cattle market is steady with heavy receipts tending to depress prices slightly. In Chicago choice and prime steers range $15.75–17.50 with good stock at $13.50–15.75 cwt. and cows $4–8 cwt. The hog receipts are also heavy and prices are lower. The bulk of the stock moved at $12.75–13.50. Sows range from $12–12.75 cwt. The supply of sheep is about normal. Lambs range from $10.75–12.75 cwt. and ewes $5–6.75 cwt.

In Milwaukee the following prices prevail. Steers $10.25–16, medium to good $6.50–10, cows $5.50–8.00, calves $13.50–14.50 and hogs $12.50–13.60 cwt. From March 1st to November 1st, 617,099 head of hogs were killed in Milwaukee which is a decrease of 41,733 head for the same period last year. The hogs averaged 227.6 lbs. in weight and the average cost was $14.37–15.60 as compared $18.22–20.39 last year.

FOR SALE

Holsteins—

Several good grade bulls—F. H. Arnold, Janesville, R. 1.

3 purebred bulls—J. P. Torrey & Sons, R. 3, Kenosha.

3 purebred bulls—George C. Bruel, Camp Lake.

Young bull—A. W. Loomis, Brooklyn.

Purebred sire and a herd of grade cows and heifers—A. V. Jensen, Wanderoos.

3 purebred bulls—Louis C. Meulemans, Kaukauna, Wis., R. No. 3.

4 yr. old purebred bull—Wm. Yonkman, Horicon.

5 head grades and purebreds—Craft Farms, R. F. D. 5, Merrill.

3 bulls—O. B. Hall, Janesville.

Guernseys—

30 purebred bulls—H. W. Griswold, West Salem.

2 bulls—Ed. Schreckel, New Franken.

Purebred bull & bull calf—Mrs. John Meier, R. 2, Box 102, Kenosha.

4 cows—C. J. McKay, Elk Mound, R. 1.

High grade cows—Kent Bros., Rusk.

Grade cow, 6 yr. old, 14 bull calves, 23 heifers and 45 milk cows—Geo. Donnelly, Coleman.

Hogs—

Registered Poland China sows, 3 months old—E. H. Grimland, Almond, R. 1.

5 purebred Poland China boars—H. W. Griswold, West Salem.

Yearling Berkshire boar—Henry Whitehead, Rockland.

Purebred Berkshire boars—M. E. Gorsege, Elkhart Lake.

Chester White boars and gilts—C. E. Culver, Janesville.

Poultry—

Purebred Langshang cockerels—Wm. A. Wichman, Spencer.

Brown Leghorn, S. C. Ancona and White Plymouth Rock breeding cockerels—M. E. Gorsege, Elkhart Lake,

25 purebred Plymouth Rock cockerels and pullets—H. E. Sherman, R. 28, Salem.

Rhode Island Red cockerels—J. P. Mondloch, R. 3, Grand Ave., Kenosha.

Ancona cockerels—R. B. Campbell, R. 2, Bristol.

Miscellaneous Livestock—

Several purebred Shorthorn bulls and cows—Wehmhoff & Kerkman, Riverdale Stock Farm, R. 3, Box 36, Burlington.

2 young Brown Swiss bulls—Kibiten Bros., Brooklyn.

Several good grade heifers and purebred bull calves, also a few cows—Geo. L. Moss, Darien.

3 purebred bulls—John Beran, Montfort.

Grade and purebred cows, heifers and bulls, all ages—H. T. Albrecht, Monticello.

Miscellaneous—

Honey—W. J. Hillman, Richland Center.

Seed and crushing beans—Albert B. Moses, 1551 No. Lake Ave., Seattle, Wash.

40 bushel good popcorn, Tom Thumb variety—E. J. Roethe, Fennimore.

Purple topped and yellow tipped rutabagas—A. W. Schmutzer, Crandon.

Cases Comb Honey and 60 lb. cans extracted honey—F. W. Stelling, Reedsville.

Commodity	On hand Oct. 1	Received during Mo.	Withdrawn during Mo.	On hand August 31
Beef (all kinds), lbs	212,484	389,252	149,887	451,849
Veal, lbs	45,130	56,152	54,534	46,748
Mutton and lamb, lbs	46,136	32,797	14,489	64,444
Pork (all kinds) lbs	299,737	259,011	350,327	208,421
Lard, lbs	18,018	40,119	1,557	56,580
Fish, lbs	546,783	210,308	24,150	732,941
Poultry, lbs	98,242	71,956	16,427	153,771
Game, lbs	17,818	464		18,282
Eggs, doz	3,370,770	59,970	821,700	2,609,040
Butter, lbs	1,069,711	80,820	223,873	926,658
Oleomargarine, lbs	5,598	8,639	8,474	5,763

Exchange

The items in the exchange list are published free of charge and all parties having farm products for sale can send in their listings the first of each month. The Division assumes no responsibility whatsoever in transactions made through the exchange and reserves the right to accept or reject any listings submitted. Parties interested in any of the listings should write direct to the address given with each listing.

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 1, No. 28. Madison, Wis. December, 15 1920

Annual Report of Division of Markets

The report of the activities of the Division of Markets covering the period since its beginning of operation, September 17, 1919, until December 1, 1920, has been issued by Director Edward Nordman and the following is a brief summary of some of the activities covered in the report.

The report reveals that the profits of Wisconsin beet sugar manufacturers in 1919 ranged from 1% to 17% net on investments. The net profits of three Waupaca potato warehouse corporations last year were from 77% to 102%, compared with a range from 10% loss to 5% gain for the same companies in the previous year. From 19% loss to 27% profits were the results shown by Milwaukee milk dealers in 1919.

Duplication of service, involving waste and inefficiency, lack of storage facilities, monoply, speculative control of prices and inaccessibility to the land were stressed as conditions affecting the cost of living, which—the report states—"is a national and international problem." Competition must hold sway or, if it is to be supplanted by government regulation, this must be "through federal law relating to prices in interstate transactions, supplemented by uniform state laws determining the margins on intrastate sales."

The Market News Service of the division was furnished to producers, dealers and consumers in one hundred thousand Market News Letters issued during the year and this service will probably be supplemented soon by daily bulletins issuing information secured from a leased wire from the U. S. Bureau of Markets at Washington. Additional marketing information was furnished during the year to farm journals and newspapers for publication and an exchange list of farm products for sale and wanted was published each month.

Products standardized during the year were potatoes, cabbage and honey and the grades were enforced by state inspectors located at Cameron, Rhinelander, Shawano, Waupaca, Stevens Point, Portage, Corliss, Appleton, Milwaukee and Madison. The potato inspectors covered 327 towns and honey inspection extended to 49 cities, reaching 166 beekeepers and 482 dealers. Cabbage inspection was confined largely to shipping points in Racine, Kenosha, Fond du Lac, Winnebago, Outagamie and Brown counties. Prosecutions for violations of the various grade laws were instituted in Ashland, Chippewa, Columbia, Dane, Door, Fond du Lac, Langlade, Lincoln, Manitowoc, Marinette, Monroe, Price and Waupaca counties.

Thirty-nine co-operative associations have been assisted by the Division of Markets in their accounting methods, and uniform systems of accounts announced for livestock shipping companies and co-operative warehouses. Wool, cheese, butter, cherries, cabbage, apples, beans and potatoes have been marketed by producers with the assistance of the Division of Markets. Twenty two creameries in Polk County were organized into a co-operative association which, by combining shipments in carlots, is saving its members $765 per week.

Emergency orders relating to maximum profits on sugar were issued during the shortage last spring. These orders, the report says, "were not intended nor could they be expected to appreciably affect the price of sugar (except that grown in Wisconsin) inasmuch as the price on sugar was and is fixed by factors outside the state. The state order could hope to restrict the profit accruing on the article only *after* it had come within the state's borders. This effect, it is believed, the order accomplished. The trade in Wisconsin in general—as reported by the Wisconsin Wholesale Grocers' Association and the Milwaukee Retail Grocers' Association—respected the margins described in the state's order."

That the Division of Markets' investigative power, now confined to certain classes of goods, should be broadened to reach all public necessities is the recommendation based upon the recent coal inquiry which the Division of Markets was asked by Governor Philipp to make but which had to be conducted under the anti-trust statute, because the Division of Markets' law did not include authority to probe the coal business.

Matters investigated by the Division of Markets, under its power to prohibit unfair business practices and methods of competition, include cases involving combination of local retailers to cut off bread supply of competitor; conspiracy of dealers to curtail competitor's meat supply; refusal of flour mill to sell to retailer who undersold competitor; refusal of milling company to sell to co-operative concern; primary boycott of dealer by milk producers; unfair attitude of milk producers' association toward nonmembers; discrimination in purchase prices by potato buyer with intent to suppress competition; purchasing by milk buyer according to test in one locality and by weight in another; intentional injury of competitor by rival cheese buyers; discount by retail grocery corporation to preferred stockholders; discrimination in prices by meat retailer; misrepresentation of goods by butter concern; rendering of false weight by cheese buyer; refusal of cheese dealers to pay for fractional weights and fraudulent advertising.

MARKET NEWS LETTER
Published Twice a Month by
THE WISCONSIN DIVISION
OF MARKETS

Subscription Free on Application

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Potatoes

The determination of most of the farmers of the state to hold their potatoes for higher prices has had no effect whatever on the market for instead of prices going higher they have gone down until now the prices being paid are about on a level with the low mark for the season.

The opinion of a majority of shippers and dealers who are distributing the crop seems to be that there will be large quantities of potatoes that will never be marketed. The country as a whole has an extremely heavy crop and potatoes are plentiful with the demand below normal. Wisconsin has a crop approximately 5,000 cars larger than last year's yet shipments so far this year have only been about two-thirds as heavy as the shipments to this date last year. With large quantities going into storage it seems certain that spring shipments will be heavy and thus the markets will be well supplied and prices necessarily low if all of the crop is to be sold. In ordinary years about two-thirds of the crop has been moved by January first while this year's shipments to January first will amount to only about one-third of the crop. Some of the other potato growing states are in the same position as Wisconsin and while it is impossible to predict just what will happen, the general consensus of opinion is that the price of potatoes this spring will not be much greater than the average prices paid during this fall.

The following reports from inspectors indicate conditions prevailing in some sections of the state:

Waupaca district—Movement light, farmers holding for higher prices; stock in good condition but warehousemen holding but little stock in storage.

Portage district—Class of stock going on market much improved over earlier shipments. Farmers holding for higher prices; buyers estimate farmers holding 75% of the potatoes.

Bloomer-Rice Lake district—Large quantities in storage, with farmers holding for higher prices. Shipping very light; cars plentiful.

Shipments have been light amounting to only 6,439 cars up to and including December 9 as compared with 10,942 cars shipped last year. Prices being paid the farmers vary over the state from 75c to $1.00 cwt. for U. S. Grade No. 1 potatoes. Where No. 2 potatoes are being bought they bring 40c per cwt. The Chicago market has been weak with the movement light. U. S. No. 1 sacked Wisconsin stock is bringing $1.35–1.45 with bulk at $1.40–1.50.

Cheese Grades

A committee consisting of representatives of the Bureau of Markets of the U. S. Department of Agriculture, the Wisconsin Division of Markets, and the various cheese interests of the state recently met at Madison to draw up standard grades for cheese.

The conference resulted in a definite system of inspection being outlined and a set of grades for cheese being proposed. It is planned to hold public hearings in the state at which time anyone interested can suggest changes that should be made in the grades as tentatively outlined. When the grades are finally promulgated, a campaign of education and advertising of the grades will be carried on during the six months time which must elapse between the date the grades are promulgated and the date they ecome effective.

With the use of standard grades of cheese and a definite system of state inspection and supervision, it is hoped to raise the standard of Wisconsin cheese and win back the high reputation which it formerly held on the markets of the country but of late has been losing, due to the large quantities of poor quality cheese being shipped from the state. The industry has been hurt considerably by this indiscriminate marketing of poor cheese and standard grades and inspection will no doubt be a big factor in putting the industry in a more stable condition.

Potato Inspection

The grading and inspection work in potatoes this fall has done much to improve the quality and condition of Wisconsin potatoes. Many commendations and comments on the results obtained have been received, the following from a Chicago dealer being typical of the various comments received; "It is a revelation to see Wisconsin potatoes come into the market this year. This year I am proud to open up a car of Wisconsin U. S. Grade No. 1 potatoes and show them to a buyer, but in other years I have been afraid to open up a car, not knowing what I would find."

Some potato inspectors are still carrying on the shipping point inspection work and are on the lookout for violations of the grading law. Another dealer was convicted the past week for not tagging sacks and three new cases were filed with the courts. Three cases are expected to be disposed of this week, one of which deals with a track buyer who shipped stock illegally. More evidence is being collected on some other cases and all serious violations are being checked and the prosecution started against the guilty parties. Shippers should not become lax in their grading or fail to properly tag their sacks to show grade and net weight.

The Car Situation

In the early part of the shipping season, there was considerable complaint on the part of shippers about the shortage of cars and it appeared that the conditions would be as serious as they were last year. However, the situation has been cleared largely through the light shipping at this time and railroads are now reporting to this office that they have sufficient cars, in fact, have a surplus in some sections and can give good service in furnishing cars. Any parties in the state hampered by car shortage should notify this office at once and immediate action will be taken to help relieve the situation.

Honey

The meeting of the State Beekeepers Association at Madison the first of the month endorsed the honey grading law now in effect and the grades will be used in carrying on the work of the newly organized Wisconsin Honey Producers Cooperative Association recently formed with the assistance of the Division of Markets. The officers of the association are: president, A. Swahn, Ellsworth, vice president, F. F. Stelling, Reedsville and Secretary-Treasurer, H. F. Wilson, Madison. It is proposed to build up a strong organization to cooperatively market honey for the beekeepers of the state.

The inspection work on honey still continues and during the past week, two convictions for violations of the honey grades have been secured in the courts. Beekeepers are advised not to market honey that has not been properly graded and marked and storekeepers are being warned that they, too, can be held liable for selling honey not properly marked.

While the honey market cannot be considered active, there is a steady feeling prevailing and an optimistic view on the part of producers and dealers that there will be a better movement in the near future. Wholesale prices of No. 1 white extracted honey range from 18–22c lb. with retail prices at 28–35c lb.

Cabbage

There has been no decided change in the cabbage market and the same uncertain feeling prevails among producers and dealers that has existed since the opening of the season. The demand for cabbage is limited but prices remain steady. Shipments are keeping up due to willingness of growers and dealers to sell even at prevailing low prices. Shipments up to and including December 9th amount to 3,179 cars as compared to 3,223 for the entire last season. Growers are being paid around $5 a ton for No. 1 Danish cabbage and this stock is selling in central markets for $10–12 ton.

Cooperative Grading and Packing

The grading and the proper packing of perishable products is a very important factor in an efficient distribution of farm products. There are, however, many farmers who do not realize its importance. This generally results in a loss of part of the product and in lower prices paid to the farmer. While an increasing amount of attention is being paid to grading and packing there are still many farmers to whom a dozen eggs or a barrel of apples is the same as any other lot of eggs or apples without consideration of color, variety and size. When farmers bring produce to the local collecting point without separating good from bad, or large from small, the shipper is compelled to grade the goods before shipping them, or he will receive a lower price for the ungraded product. If shipments are sent in an ungraded condition to terminal markets the receivers are compelled to sort and grade the goods before disposing of them.

Few farmers realize what waste and expense is involved in the shipment of a car of ungraded products. For even though a shipper may sell an ungraded car, the dealer cannot resell it without grading. This results in a waste of the sacks for such proportion of the car as may have to be dumped; the loss of the amount expended for transportation on that part of the product which must be thrown away; the use of railroad equipment which could be utilized for more valuable produce; and the employment of labor necessary for grading at the point of destination. There is additional danger for when products have to be graded and sorted at the receiving points, railroad equipment is often held up and there is likelihood of deterioration to the produce during this delay.

Another cause of waste and expense to the farmers is the failure to candle eggs and eliminate all not up to the standard before they are shipped. It is estimated that in the past there was a loss from $50,000,000 to $100,000,000 a year on eggs. Many country dealers are candling eggs now, but still a considerable loss is reported. A New York firm estimates that its average loss is about one dozen out of a case of 30 dozen, with the loss during the summer running as high as to two or three dozen per case. The bad eggs are often sold to tanners for use in the tanning of leather, but the lower price at which they are sold materially reduces the price paid to the farmers, adds at the same time to the cost of good eggs and increases the price to the consumer. If eggs were candled by the farmer and the bad ones were rejected before the dealer gets them, there would be a saving in transportation and the eliminating of the extra expense which candling at the terminal point necessarily involves.

The process of proper grading packing and candling of eggs is a technical one. It is hardly possible for each individual farmer to become an expert in it and to devote to it the necessary time and care. The best way for farmers to establish proper grading, packing and candling of eggs is through cooperation.

By cooperating in marketing and hiring a competent manager, farmers will be saved the trouble and the loss of time which grading, packing and candling necessarily involves. The cost of operation will be comparatively small because of a larger volume of business and the grading will be done more efficiently and more uniformly.

Dairy

The butter market while it shows a little improvement still remains extremely uncertain and most factors are looking forward to a fluctuating market with a slight tendency upward. Dealers are taking few chances and are moving stock as fast as it arrives. Imported butter still has some effect on eastern markets. Government reports show that during the first nine months of this year, Denmark shipped to this country approximately fourteen million pounds of butter, Canada, seven million, Argentina, three million and other countries, principally Holland and New Zealand, four million pounds. Prices for 92 score butter in Chicago during the past week, have ranged from 48–50c lb. which is a drop of about 12c from the prices of a month ago. Fresh creamery butter in Milwaukee ranges from 46–50c with dairy butter at 40–42c lb.

Following the slump experienced in butter, the cheese market has dropped into a resting state and very little activity is noted either at primary or central markets. Dealers are not expecting a heavy trade until after the holidays. Poor quality in some cases is affecting the market and the best goods from storage are being used for the best trade. At primary markets, the follow- prices have prevailed: Flats 21–24c; Twins 19¾–22c; Daisies 21¾–24c; Young Americas 22–24c and Longhorns 22¼–24¾c lb. In Chicago, the following prices have been received for other lines of cheese: No. 1 Swiss 38–39c, Limburger 20–21c and Brick 20–21c.

The egg market is firm with receipts light. In Milwaukee, fresh country candled stock brings 75–77c with miscellaneous lots 70–74c dozen.

Live Stock

The demand in the cattle market has been limited and the trading slow. The hog market has likewise slumped until prices have reached the lowest levels in over four years. Demand for sheep has been steady and prices have not dropped so much as for other kinds of live stock.

In Chicago, the following prices have prevailed; steers $8.50–12.50, cows $4.50–9.50, veal calves $8.50–10.50, hogs $9.25–9.75, lambs $9.50–11.75 and ewes $4.25–5.50 cwt. In Milwaukee, good to choice steers bring $9–14, cows $6–9, calves $9.50–10.50, hogs $9–9.60, lambs $10–11 and ewes $3.50–4.50 cwt.

Grain and Feed

The grain market as a whole has been steady, although prices trend downward. Canada and other countries continue to send quantities of wheat into the U. S. but offsetting this has been an increased export trade. Trade in corn is generally quiet and there is no great activity in oats. The following prices prevail in Milwaukee: corn 74–78c, barley $1.01–1.02, oats 50½–51½c, rye $1.58–1.60 and wheat $1.40–1.80 bu.

The feed market is also in an uncertain condition with prices declining in various lines. Some feeds are now practically down to pre-war prices. The following range of prices prevails in important feed markets: bran $24–27, standard middlings $23–24 and oil meal $45–52. No. 1 timothy hay ranges $26–27.50 and clover $24–25.

Exchange

The items in the following exchange list are printed free of charge and parties having farm products for sale can send in their listings the first of each month. The Division assumes no responsibility whatsoever, in the transactions made through the exchange and reserves the right to accept or reject any listings submitted. Hereafter, no listings will be published which offer for sale any male animals that are not pure bred and only pure bred and high grade females will be listed. Parties interested in any of the listings should write direct to the address given with each listing.

FOR SALE

Holsteins—

2 pure bred bulls and 1 calf—E. D. Jewell, Red Granite.

Pure bred bulls, bull calves, heifers and cows—L. J. Merriam, Agric. Agent, Elkhorn.

Several purebred bulls—H. J. Rahmlow, County Agent, Phillips.

Pure bred bull and bull calves—Ross H. Ells, Delavan, R. No. 4.

Pure bred bulls—J. P. Torrey & Sons, Kenosha, R. No. 3.

Pure bred bull, 11 months old—E. J. Gillmore, Bristol.

3 pure bred bulls—Anna Gillmore, Pleasant Prairie.

3 pure bred bulls—Wm. Buck, Burlington, R. No. 3.

Pure bred calf—E. McKinny, Barron.

2 pure bred bulls—Ole Omdalen, Rice Lake.

2 pure bred bull calves—August Roberg, Cumberland.

2 pure bred bull calves, 2 months old and 6 weeks old—Hart Bros., Edgar.

Pure bred cow, 4 yrs. old, and pure bred bull, 2 yrs. old—Gust A. Gagner, Brill.

Pure bred bull calf—Gottlieb Romang, Athens.

2 pure bred bulls—C. Buehler, Edgar.

Pure bred bull—Herman Pilgrim, Edgar.

Pure bred bull calf, 3 months old—Frank Syszka, Athens.

6 pure bred cows—Joseph Kaiser, Stratford.

Guernseys—

2 pure bred bulls, 3 yrs. old and 5 months old—Wm. Laatsch, Merrill, R. No. 3.

Pure bred bull—Mrs. John Meier, Kenosha, R. No. 2, Box 102.

Pure bred sire, 6 yrs. old—B. Dissmore, Dallas, R. No. 2.

Pure bred bull, 5 yrs. old—F. Muermann, Chetek.

2 pure bred heifers—Albert Dusel, Comstock.

Pure bred bull, 2 yrs. 9 months old—Archie D. Keller, Dallas.

Pure bred bull calf—Alexander Farm, Wausau.

Pure bred cattle—Burg Bros., Wausau, R. No. 1.

2 carloads pure bred heifers and cows—Wm. Lonsdorf, Athens.

Shorthorns—

Pure bred bull, 2 yrs. old—John Holden, Whitewater, R. No. 5.

Pure bred heifers and bulls—G. L. Engstrom, Barron.

Pure bred bulls—J. M. Sweeney & Sons, Edgerton, Wis.

2 pure bred bulls—John Dangas, Lake Geneva, R. No. 2.

Hogs—

Pure bred Duroc Jersey boars—Wm. Vaughn & Son, Lyons.

Pure bred Poland China boar—Peter Molend, Hatley.

Pure bred Poland Chinas—E. H. Grimland, Almond, R. No. 1.

Pure bred Chester White pigs—Albert Dusel, Comstock.

Large supply of pure bred pigs—H. J. Rahmlow, County Agent, Phillips.

Pure bred Chester White spring gilts—Harry Keller, Stratford.

Miscellaneous Livestock—

Pure bred Jersey bulls—H. J. Rahmlow, County Agent, Phillips.

3 pure bred bulls—George C. Bruel, Camp Lake.

2 pure bred bull calves, 6 months old—Albert Johnson, Chetek.

2 pure bred bull calves, 4 months old—H. D. Wickham, Chetek.

Pure bred bull, 19 months old—John Spindler, Stratford, R. No. 1.

Pure bred Brown Swiss yearling heifer—H. R. Hackbarth, Merrill, R. No. 6.

2 pure bred rams—E. A. Bloodgood, Elkhorn, R. No. 1.

Pure bred Shropshire rams—Steve Wasko, Chetek.

Pure bred Airedales—R. W. Taylor & Son, Marionville, Mo.

Miscellaneous—

50 barrels of Wealthy apples—Equity Exchange, Campia.

2 carloads baled hay—Bert C. French, Conrath.

3 cars of good alfalfa hay—W. J. Wright, Phelps City, Mo.

3 cars of Maple and Birch stovewood 18" long, Charles E. Kinne, Glidden.

The following table shows the amount of various food products on hand in the storages of the state:

Commodity	On Hand Nov. 1	Received during Mo.	Withdrawn during Mo.	On hand Dec. 1
Beef (all kinds), lbs.	451,849	784,034	124,529	1,111,354
Veal, lbs.	46,748	46,890	41,809	51,829
Mutton and lamb, lbs.	64,444	25,628	12,106	77,966
Pork (all kinds) lbs.	208,421	350,457	142,210	416,668
Lard, lbs.	56,580	45,375	95,419	6,536
Fish, lbs.	732,941	1,482,232	57,533	2,157,640
Poultry, lbs.	153,771	295,094	37,480	411,385
Game, lbs.	18,282	2,089	1,150	19,221
Eggs, doz.	2,507,340	103,560	1,352,683	1,258,217
Butter, lbs.	926,708	41,366	294,477	673,596
Oleomargarine	5,763	14,127	14,696	5,194

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 1, No. 29. Madison, Wis. December, 29 1920

Commodity Prices

Reports received from all over the state show that with the exception of eggs, prices on some of the important food products are lower than prices in November and are decidedly lower than prices existing in July. Sugar and potato prices have dropped the most since July and other food products such as milk, butter, meat and flour all show declines but not as great as those of potatoes and sugar. The reports show, however, wide ranges in prices and the prices in some communities are considerably above the average for the state while in some communities food costs are decidedly below the average. The retail price for various commodities for the months of December, November and July are given in the following table:

Commodity	December Average	November Average	July Average
Potatoes	1.9c lb.	2.5c lb.	7 c lb.
Milk	10.3c qt.	10.8c qt.	11 c qt.
Butter	54.8c lb.	60.5c lb.	56.7c lb.
Eggs	68.5c doz.	61.4c doz.	38 c doz.
Pork Chops	28 c lb.	32 c lb.	32.2c lb.
Round Steak	26.6c lb.	27.3c lb.	31 c lb.
Sugar	11.7c lb.	13.8c lb.	28.9c lb.
Flour, 49 lb. sack	$ 3.14	$3.43	$ 4.14
Soft Coal, ton	$15.80		$11.82
Honey	29 c lb.		

The declines in retail prices are followed closely by declines in the prices received by farmers for their products. The following table shows the state average prices received by farmers when selling their crops to local dealers.

Commodity	December Average	November Average	July Average
Wheat	$1.39 bu.	$1.75 bu.	$2.32 bu.
Oats	48 c bu.	51.9c bu.	1.08 bu.
Barley	85 c bu.	89.3c bu.	1.39 bu.
Corn	77.8c bu.	94.7c bu.	1.85 bu.
Potatoes	1.18 cwt.	1.48 cwt.	
Milk	2.26 cwt.	2.45 cwt.	2.59 cwt.
Hogs	9.18 cwt.	11.95 cwt.	13.00 cwt.
Cattle	5.36 cwt.	4.92 cwt.	7.12 cwt.
Butter	50.8c lb.	54 c lb.	52.8c lb.
Mixed Fowls	17.9c lb.	19.7c lb.	23.2c lb.
Timothy Hay	21.21 ton	22.08 ton	27.52 ton

Wool

The general opinion is that the wool market has hit bottom and conditions at present point to a gradual bettering of the market. A little activity is noted because of the low prices and some buyers are willing to buy now before the expected price raise occurs. Sales in Australia have been discontinued for the present because of the poor demand and the poor prices. If a protective tariff for wool is passed, the farmers holding wool will no doubt be benefited and the wool held in the various pools will be enhanced in value. Quotations in eastern markets range as follows, half blood 28–29c, three eighths blood 26–27c, quarter blood 24–25c and common and braid 12–13c lb.

Potatoes

The potato market is still in an inactive condition and the future is far from bright for as each week goes by with no decided changes occurring the growers and dealers are beginning to lose hope. There are many farmers, however, who are determined to fight it out as is evidenced by the report of a potato inspector. He states that in one of the towns in his territory there are four houses equipped to handle potatoes but the farmers are holding for $2.00 cwt. and consequently not enough stock is being received to supply local demands and one car of potatoes has already been shipped into the town to supply local trade. Growers in the east are being troubled by the heavy importations of Danish potatoes and this in spite of the fact that this year's crop is one of the largest ever produced in this country and with prospects that large quantities of potatoes will be dumped in the spring because of no market for the stock.

The Crop Reporting Service states that 67 per cent of this season's crop was still in the hands of growers on December 1. A year ago 38 per cent was all that was held by the farmers. Complete tabulation of railroad statistics show that the shipments for the 1919-20 season amounted to 21,975 cars while estimates for this year's crop amounts to 25,900 cars. The shipments up to and including December 22 amount to 6,733 cars which amount is practically one half the shipments to the same date last year. Inspectors report that shipments have been very light and probably will be until after the first of the year.

The prices being paid to farmers ranged from 75 to 90 cents cwt. for U. S. Grade One Stock. In some few cases the farmers who stored their stock in dealers warehouses are letting go of it now at present prices, either because they are in need of money or because they have no faith for a better market. Dealers are receiving few orders and warehousemen for some companies are being instructed not to buy at any price. The movement on the central

Grain and Feed

The acreage planted to winter wheat in the state this year is 8,000 acres short of last year's planting of 94,000 acres; likewise the rye acreage has decreased 48,000 acres from last year's planting. The winter wheat acreage in the U. S. decreased about one million acres this year and the rye acreage decreased about a half million acres.

The following are the prices prevailing for grain in Milwaukee; Oats 47–48½c, Rye $1.50–1.56, wheat $1.60–1.85, Barley 77–87c, and corn 66–70c bushel, Choice timothy hay brings $26–26.50, and mixed clover and timothy $23–24 ton.

The feed market has suffered a still further decline and a dull market exists, The following prices prevail in the larger markets; Wheat bran $25–29, middlings $23–26, Linseed meal $40–42, Gluten feed $48, and alfalfa meal $25–28 ton.

Live Stock

The cattle market is steady with the demand only fair. In Chicago the bulk of the steers move at prices ranging from $8.00 to $11.50 cwt. Cows range from $4.75–7.50, veal calves $9.50–11 and stockers and feeders $6–7.50. The hog market shows little change, with prices fairly steady. The bulk of the stock moves at $9.60–10.35. Sheep prices remain about the same, with medium to prime lambs at $9.50–11.75 and ewes $3.50–4.50.

In Milwaukee the following prices prevail: Hogs $9.50–$10.10, steers $8.50–11, cows $5–7.00, calves $9–10, lambs $8.50–11, and ewes $3–4 cwt.

A Few Remarks on Cooperation

If farming is to be made profitable, farmers must be more than producers of crops and livestock. They must keep track of what it costs to produce these crops, they must study the most economic storage systems, they must know how to insure, how to market what they produce and how to invest the money received.

In order to carry out these aims, farmers must emulate business men and must organize. Farmers live farther apart, and distance is a handicap. Organization is much more difficult among farmers than among business men living in the cities, but it is becoming easier each year with the development of means of communication and with denser population. The best form of organization for the farmer is a cooperative society which is an association on equal and equitable terms of persons for their common benefit.

There are several factors which contribute to the success of a cooperative society. One of these factors is the comparatively small area over which its membership should be distributed. The members should be well acquainted with each other, their aims should be similar, and they should grow products of similar quality and character if they are to succeed in associating with each other. It is equally important that the membership be a stable one and that the farm lands are not frequently changing hands. If the products vary widely on account of differences in the soil, in climate, or other conditions, the grades are not uniform and the producers cannot easily be held in a common organization. The efforts that are frequently made to have a single organization cover a wide territory are not likely to succeed. It is desirable that each rural community should be encouraged to build up a local reputation for its products that distinguishes it from other communities.

Another factor which works towards making a cooperative association successful is the equality of members in the management and shares, in the benefits and risks. A cooperative society should be founded on equality in the rights and responsibilities of membership. The basis of such an organization is the individual member, a number of whom have joined together to accomplish a mutually common purpose. This is very different from the principle of the stock corporation formed for pecuniary profit. In the latter, the responsibility and voting power and profits of the member are proportional to the amount of capital invested by each. In the stock corporation, capital is the basis of the organization and of its control. In the cooperative association, the controlling factor is men, in the other, money. The "one man one vote" principle of organization is the best when the interest of each member in the association is approximately equal to that of every other one. Under these conditions, each member contributes more or less equally to the investment necessary for operation, each has an equal voice in the management of the business, anb all share in the same proportion in the advantages and the risks. The object of a cooperative society should be to serve the members and to distribute the earnings on the basis of the business done by each member.

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 2, No. 1 | Madison, Wis. | January 15, 1921

Potatoes

The potato market has settled back after a brief flurry and the market in general is quiet with nothing of special significance taking place. For a short time it seemed that there might be considerable activity in the market but the market soon fell back to its present weak condition. There is a marked change, however, in the attitude of the farmer towards holding. Where a few weeks ago farmers were quite firm in holding for higher prices, they are, as a rule, willing to sell even for the low prices now prevailing. Some think this willingness to sell is due to the farmers' need for cash while in some cases it is no doubt due to the fact that they are losing hopes of a higher market and want to get rid of their stock as soon as possible.

Shipments have been heavy of late but are beginning to slacken up again because of the market dropping back and the difficulty dealers are having in selling stock. Taking the season as a whole, the shipments are far below what the shipments were at this time last year and what they are in normal years. Last year at this time shipments amounted to over four thousand cars more than this year's shipments to date. Total shipments from Wisconsin up to and including January 10th amount to 7,658 cars and in the United States 126,574 cars. Much of the stock that farmers have had stored in the warehouses of the dealers is being sold by them and with stock being shipped out the warehouses are being cleaned out and ready for further hauling by the farmers.

There is still some certified seed stock available in the state. Wisconsin certified 192,150 bushels this past year, there being about equal quantities of Triumph, Rural, New Yorker, Green Mountain and Irish Cobblers with a smaller quantity of Early Ohios. A movement is under way to establish a selling organization for Wisconsin certified seed stock and it is expected that next year a large per cent of the state's crop will be sold through this organization.

Prices paid to farmers for U. S. No. 1 Round White stock now ranges from 65 to 85 cents per hundred pounds. A year ago at this time prices ranged from $3.50–$4.00 per cwt. In Chicago the market is steady but with only a moderate demand. Prices for Wisconsin U. S. No. 1 sacked Round Whites ranged from $1.20–1.35 with the bulk stock at $1.40–1.45 cwt.

Cabbage and Onions

The long looked for strengthening of the cabbage market has become a certainty, at least for the present. While it is nothing as compared to a year ago it has helped many farmers and dealers out of a bad hole and those who had confidence enough in the future to store some of their crop are now being repaid. It will be remembered that prices during the fall harvesting season were very low, so low in fact that hundreds of acres were never harvested because prices some of the time would not pay costs of harvesting. Notwithstanding such adverse conditions there was much stock put in storage not so much by dealers as in other years but mostly by the farmers. Every available storage space was filled with cabbage and while some of this stock is showing heavy shrinkage the present prices are more than double those that were paid in the fall.

Farmers who sold their crop in the fall lost money as a rule and the general impression is at present that the acreage to be planted in the state this coming spring will be greatly reduced. This will depend a great deal on how sugar beets pay out this year and what future prices are liable to be as the two crops compete for acreage. Shipments have increased greatly since the advance in the market. Total shipments including January 10th have amounted to 3,705 cars, which amount is 482 more cars than were shipped all last season.

Prices paid to farmers for No. 1 Danish stock range from $13–14 per ton. Shippers are receiving $18–20 per ton for this stock in carload lots. In Chicago the market has been firm with No. 1 Wisconsin Danish stock selling for $23–25 per ton.

The onion market is very dull with very little movement. There is still some stock in storage in this state and dealers are having a hard time finding a suitable market for the stock. No. 1 onions sacked in car lots are selling for $1.00 per cwt., with onion sets at 90 cents per bushel. In Chicago the market is very dull and the stock is only bringing $1–1.25 cwt.

Wool

The depression in the wool market is believed to be about ended as trading in wool shows improvement and prospects are better now than they have been for some time. There has been considerable activity in the different markets and the market as a whole is firm with an upward tendency. The probability that a tariff on wool will be established in the near future has done much to strengthen the market.

Just how much of a slump the wool market experienced is shown in reports of the receipts at Boston, which is the leading wool market of the country. In 1919 the receipts of domestic wool amounted to 213,904,935 lbs. as compared with 101,271,375 lbs. in 1920. In both these years the receipts of foreign wool were considerably more than the receipts of domestic wool. In 1919 there were 265,112,318 lbs. of foreign wool received and in 1920 the receipts amounted to 156,119,416 lbs.

The farmers of various states at present have forty million pounds of wool

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pooled in a central storage in Chicago and heavy advances have been made on this wool. Prices at present do not warrant the selling of this wool and the trend of the market will be watched with interest by the farmers holding wool in the various pools. Boston quotations on Wisconsin wools are as follows: half blood 28–29c, three-eighths 25–26c, quarter blood 24–25c, and common and braid 12–13c lb.

Financing a Cooperative Organization

The Market News Letter has published in the last several issues a number of items dealing with cooperative organizations, pointing to the essential factors which must be taken into consideration in organizing a cooperative association. The most immediate and the most essential feature of a cooperative association, however, is good management and sufficient financing. A study of unsuccessful cooperative organizations in Wisconsin as well as in other states shows that by far a large majority of them failed because of lack of these two prerequisites.

Sufficient Capital

There are several ways of raising the money necessary for the financing of an organization. One way is to assess the members. Ordinarily the amount required from each member who goes into a cooperative undertaking is from ten to one hundred dollars. In case he does not have the money ready, he can, as a rule, give a note for it. A note of this kind may be paid in a lump sum, or it may be paid gradually by withholding a small part of the price of produce sold through the company. In some cases the trade dividend is applied to the discharge of the note.

Another way to provide capital is for the association to borrow it. The best thing, however, is to have the sum needed as a permanent investment not only subscribed but, within a relatively short time, actually paid in and to try to set aside a small surplus. It is essential that borrowing be incidental and not the main foundation of the business. A good plan for sums not needed continuously is to have an arrangement at a bank so that drafts coming in against the company will be taken care of without being entered as overdrafts.

In this connection it is important to say that the sale of stock through promoters is very dangerous. One of the worst phases of cooperation which develop in America is the promotion of companies by men who are interested in them only to the extent of getting easy money out of commissions for selling stock. In the creamery business the promoters have reaped a rich harvest over a long period of years. They usually sell to farmers who have little interest in cooperation and who probably do not have sufficient business to support a company. The great majority of the promoted companies fail, and even though they succeed it is at great sacrifice since they pay the promoters considerably for their efforts and therefore have a large deficit to make up even before starting in business. Millions of dollars were thrown away in the dairy enterprises in this manner.

Competent Management

A competent manager is as indispensable in a cooperative organization as sufficient capital. During the early periods of cooperative efforts in America few farmers appreciated the value of good business management. They were unwilling to pay what a good managr was worth. The result was inevitable. They secured incompetent men to manage their business, and the business not being well managed, failed. It is as necessary to pay the market price for managerial ability in connection with a farmer's company as with a private company. A cooperative association even though properly financed cannot succeed unless it has secured the services of a good manager. All the desired conditions for success may be wanting but with a good manager success may be gained, while with a poor manager even the most favorable conditions will not guard against failure.

The manager of a farmers' company has a difficult position to fill. He must please many people yet he usually has too little authority. The manager should not be merely the representative of the board of directors. General policies should be formulated by the directors, but all matters of detail, the grading of the product, the judgment as to the condition of the market, the amount of labor to be employed, the necessity for more equipment—all of these should be left mainly to the judgment of the manager. If a manager cannot be trusted with such responsibilities it is better to look for another one.

Where can a good manager be found? As a rule it is important to take him from the ranks corresponding to the work he will have to perform. For a cheese manager, take a cheese dealer, for an elevator manager take a man familiar with the trade of grain handling. This means that it is wise to always select a manager who has had considerable experience with the particular line in which cooperation is to be tried whether the manager be a farmer or not.

Hides

The hide market in general is quiet although the market for calfskins is strengthening and there is added activity both in this country and abroad. There is a better feeling in the leather trade and shoe factories are reporting a better business. Trade in country hides, however, is light and prices have not advanced any. Sheep pelts are moving better but there is no demand for horse hides. The following are Milwaukee quotations for green hides: calf 11c lb., cow 5c lb., bull 4c lb., No. 1 horse $3 each, No. 2 horse $2 each and pelts 10–50c each.

Grain and Feed

The grain market as a whole has been steady with slight fluctuations the general rule. In Milwaukee the following prices prevail with a statement of the range of prices at the same time last year: Barley 91–95c, 1920, $1.62–1.63; corn 68–69c, 1920, $1.47–1.49; rye $1.67–1.69; 1920, $1.83–1.84, oats 46–46¾, 1920, 84–86c, and wheat $1.80–1.95; 1920, $3.30–3.40.

The feed market is still dull with prices steady and the demand light. The following prices prevail on various feeds: Wheat bran $28.50–30, standard middlings $24–27.50, flour middlings $31–33, Red-dog flour $38–40 and 36% cottonseed meal $33–36. Choice timothy hay ranges from $25–26 and mixed $21.50–23 ton.

Crop Reports

The following figures by the Crop Reporting Service show plantings and yields of various crops for 1919 and 1920.

Crop	1920	1919
Corn, acres	1,960,000	1,845,000
Corn, bushels	86,010,000	86,715,000
Oats, acres	2,408,000	2,348,000
Oats, bushels	107,909,000	78,423,000
Wheat, acres	341,000	552,000
Wheat, bushels	5,150,000	7,392,000
Barley, acres	502,000	516,000
Barley, bushels	15,933,000	13,674,000
Rye, acres	483,000	527,000
Rye bushels	7,732,000	8,327,000
Clover andtimothy,acres	2,693,000	2,613,000
Clover andtimothy, tons	4,494,000	4,573,000
Alfalfa, acres	97,000	62,000
Alfalfa, tons	268,000	166,000
Potatoes, acres	308,000	302,000
Potatoes, bushels	33,283,000	29,388,000
Tobacco, acres	50,200	48,400
Tobacco, pounds	62,606,000	61,069,000
Cabbage, acres	16,000	12,800
Cabbage, tons	163,000	93,000
Sugar beets, acres	26,700	16,100
Sugar beets, tons	236,000	158,000
Canning peas, acres	61,000	51,000
Canning peas, cwt.	1,208,000*	979,000
Dry peas, acres	56,000	66,000
Dry peas, bushels	1,060,000*	8,078,000
Clover seeds, acres	169,000	201,000
Clover seeds, bushels	338,000*	402,000
Hemp, acres	6,900	4,800
Hemp, pounds	5,689,000*	4,721,000
Apples, bushels	3,650,000	2,700,000

*Largest production of any state in the union

The farm value of all crops in their rank is given in the following table.

Crop	1920 Farm value
Clover and timothy	$91,408,000
Corn	66,228,000
Oats	52,875,000
Potatoes	28,623,000
Tobacco	16,215,000
Barley	13,384,000
Rye	10,052,000
Wheat	7,931,000
Alfalfa	7,182,000
Apples	6,205,000
Wild hay	5,279,000
Canning peas	3,962,000
Clover seed	3,698,000
Sugar beets	2,366,000
Dry peas	1,972,000
Cabbage	1,012,000
Cherries	612,000
Root crops	570,000
Buckwheat	509,000
Hemp	501,000
Dry beans	491,000
Tinothy seed	347,000
Cranberries	320,000
Onions	319,000
Flax seed	210,000

Farm Bookkeeping and Accounting

Farming is a business the same as banking or running a store. It is a business which involves the production and sale of several kinds of products. Two important points must be considered by the farmer: (1) What does it cost to produce these products? (2) By selling at market prices, what profit is made on them? If a farmer wants to be as efficient in his business as the banker or the storekeeper in theirs he must not guide himself by his own impressions of what he is producing but he must have some definite means of measuring his farm operations and keeping an accurate record of sales and profits made.

The problem of the farmer is to secure the greatest net returns for his labor and the use of his capital. He should receive interest on his capital as well as wages for his labor. Owing to the lack of records few farmers know what wages they receive or what interest they realize on their investment.

The farmer's problems of production have already been worked out satisfactorily. The solution of his problems of marketing is being worked out now mainly by the establishment of cooperative organizations and by the investigation of the process of distribution of farm products. The problem of farm bookkeeping, however, is far from being solved. There are some very good systems of farm accounting and bookkeeping but farmers are very slow in adopting them.

This does not necessarily mean that farmers question the value of a good system of bookkeeping. Every farmer, including those whose farms bring them a good profit, would be glad to know just where his best profit is, or, in case there is little or no profit, to know where the leakage is. But how to bring it about is a difficult problem. His day's work is a long one. He does not feel like sitting down at a desk at the end of a day and to stop during the day is impossible. To employ a bookkeeper is out of the question, not only on account of expense, but there would not be enough work to keep one employed all of the time.

Another reason for the slow development of farm bookkeeping and accounting as compared with bookkeeping in other lines of business is the complexity of the farming industry. Farm accounts are different from those of the city merchant, especially if one goes into much detail and follows out the records of the separate farm operations. The storekeeper knows definitely what each article costs him and what he receives for it. His records are not subject to as many estimates and variations in values as is the case with the farmer Farm records deal to a large extent with estimated values, the work of horses for instance, and in many cases the value of the land. These records are, moreover, influenced by particular conditions on the farm considered, and pertain not only to one operation but perhaps to a dozen. If a farmer had 200 acres of land and was raising nothing but wheat and had no expense except labor he would not need to worry about bookkeeping; but when a farmer is growing corn, potatoes, wheat, oats, hay, truck crops, and fruit, and is feeding some of these crops to cattle, horses, sheep, hogs and poultry, he feels a need of determining what each one of these lines is costing and how much it is contributing to the profits of his farm.

It would be impractical to open up a complete set of double entry books on every farm. The farmer has neither the time nor the patience for it after a long and hard day's work. A simple system of bookkeeping should answer the purpose. There is no question that a good set of double entry accounts would have a certain value and would enable him to guard against errors. But it is much more important for him to keep a record of the quantity and quality of the milk produced by each cow, or of the number of hours of labor of each horse, the work of each hired man, the amount of feed secured from various fields and the amount of feed and supplies bought. The farmer knows in a general way what income he derives from his farm; what he needs to find out is which animals or which fields contributed to his income and in what proportion. It is still more important for him to know which animals and which fields make his profit lower.

The farmer should also take an inventory at regular intervals. The value of the capital invested in his farm may have increased as a result of the growth of his farm property or it may have decreased as a result of its depreciation through use. Only an inventory can show such profits or losses. It is, moreover, essential to include in the inventory those fluctuations in the value of the land which result from the increase in the productivity of the soil or which are the result of better farming. The inventory enables the farmer to determine the returns on his investment and the income from labor.

A proper system of bookkeeping will show the farmer what it costs to produce his products. It will enable him to answer two important questions: (1) Can costs of production be lowered? and (2) Can some other crop be substituted for this one and result in greater profit? His accounts will reveal leaks in the use of man labor or horse labor,

thereby eliminating waste in production. They will at the same time be valuable in helping him to keep track of the real value of the crops he grows substituting certain crops for those which do not net him a reasonable profit.

A well kept system of bookkeeping will enable the farmer to determine whether the price at which he sells his products is commensurate with the cost of producing them. Farmers generally claim that the prices they are getting are too low. Many investigations have been undertaken in recent years to determine the cost of production of farm crops but most of them have not resulted in any reliable information. One of the reasons for this is the absence of records and accounts on individual farms. Farmers should contribute the necessary facts to show that their claims of high costs and low prices are well founded. The whole problem of determining the cost of production will be simplified when each farmer will take care to keep a record of all the items which enter into the management of his farm. In this connection mention should be made of a simple system of keeping farm records which was devised by the College of Agriculture of the University of Wisconsin. All information relative to this farm record book can be obtained by writing to the Agricultural Economics Department of the College of Agriculture at Madison, Wisconsin.

Live Stock

The cattle market has been fluctuating slightly under varying receipts but as a whole the market is steady with a moderate demand. The trading in hogs has been fairly heavy but receipts on some days have been heavy and prices have fluctuated with the receipts. The sheep market has been steady with a good general demand. In Chicago the following prices have prevailed: Choice and prime steers $11–12.25, medium to good $8.50–11, cows $4.50–8.50, veal calves $10.50–12, feeder steers $6.50–9.00, hogs $9.00–9.40, lambs $10.00–11.75, and ewes $4.00–5.75. In Milwaukee the following prices have prevailed: Hogs $9.00–9.35, steers $9.00–10.00, cows $5.50–7.50, calves $10.25–12.00, lambs $10.00–11.50, and ewes $3.50–4.50.

Dairy Products

As was anticipated, the trading in cheese since the holidays has greatly improved and the market has been firm because of this. Prices have advanced some, especially on the better grades, and consumption of these better grades is much better than of the poor grades. The receipts at Wisconsin markets are increasing and the quality is generally good. Prices at Wisconsin primary markets have ranged as follows: Twins 22–23c, Daisies 22½–24c, Double Daisies 21½–23c, Young Americas 24–25½c, and Longhorns 24½–26½c lb.

Sharp declines have been experienced on the butter markets. Heavy receipts have been largely responsible for the decline. Large quantities of Danish butter continue to arrive in the east and this butter is an important factor on the market. Prices on undergrade stock and on centralized lots are steady. In Chicago 92 score fresh butter has ranged from 48½–50c with storage stock selling at 46–47c and centralized carlots at 47–48c. In Milwaukee fresh creamery stock ranges from 48–51c with dairy stock at 35–40c.

The egg market is steady with arrivals of strictly fresh stock generally light. In Milwaukee fresh current receipts range from 58–62c dozen with dirties and seconds at 42–45c. Recandled storage stock ranges from 58–60c dozen. In Chicago firsts range from 64–65c with ordinary stock at 56–61c dozen.

The following table shows the amount of various food products on hand and in storage of the state:

Commodity	On hand Dec. 1	Received during month	Withdrawn during month	On hand Jan 1
Beef, all kinds, lbs.	1,110,954	516,481	340,626	1,286,809
Veal, lbs.	51,829	78,631	62,950	67,510
Mutton and lamb, lbs.	77,966	28,132	6,819	99,279
Pork, all kinds, lbs.	416,668	413,790	196,199	634,259
Lard, lbs.	6,536	135,000	94,530	47,006
Fish, lbs.	2,157,640	492,560	513,136	2,137,064
Poultry, lbs.	411,385	324,952	114,218	622,119
Game, lbs.	19,221	55,245	16,989	57,477
Eggs, doz.	1,247,280	62,820	1,032,099	278,001
Butter, lbs.	673,046	38,603	198,800	512,849
Oleomargarine	4,780	8,152	7,965	4,967

Exchange

The items in the exchange list are published free of charge and all parties having farm products for sale can send their listings by the first of each month. The Division assumes no responsibility whatsoever in transactions made through the exchange and reserves the right to accept or reject any listings submitted. Parties interested in any of the listings should write direct to the address given in each listing.

For Sale

Holstein—

Purebred Holsteins. W. A. Duffy, County Agent, Barron.

Purebred bull, 1 yr. old. J. P. Torrey, R. 3, Kenosha.

Purebred bulls. B. J. Gillmore, R. No. 2, Bristol.

5 purebred bulls, 1 to 15 months old. Mrs. Anna Gillmore, Pleasant Prairie.

Guernsey—

Purebred bull, 13 months old. Chas. Beard, Elcho.

Purebred bull and bull calf. Mrs. John Meier, R. No. 2, Box 102, Kenosha. Purebred Guernseys. W. A. Duffy, County Agent, Barron.

3 purebred bulls. George C. Breul, Camp Lake.

Hogs—

Purebred Duroc Jerseys, Poland Chinas and Chester Whites. W. A. Duffy, County Agent, Barron.

Purebred Poland China gilt. Harold Kreuscher, R. No. 2, Union Grove

Purebred Poland China boar—J. W. FitzGibbon, Waunakee.

Miscellaneous Livestock—

Purebred Brown Swiss bull calf, 3 months old. G. G. Elver, Middleton.

Purebred Fox Terrier Puppies, 2 purebred Airedale Pups. R. W. Taylor, R. No. 2, Marionville, Mo.

Miscellaneous—

225 barrels fine Ben Davis Apples, few barrels Jonathan and Grimes Golden Apples. R. W. Taylor, Marionville, Mo.

Louisiana Cane Syrup. G. B. Bell, Epney, La.

Soy Beans. Sparta Produce Exchange, Sparta.

First class Potatoes and Clover Seed. W. A. Duffy, County Agent, Barron.

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WISCONSIN DIVISION OF MARKETS

MARKET NEWS LETTER

Vol. 2, No. 2 | Madison, Wis. | January 31, 1921

Commodity Prices

Retail prices of some of the important food products continue to decline, for January prices of most of the commodities on which reports are received are lower than December prices. Prices on many of the commodities range lower in price in the small villages and towns while in the case of commodities like bread and meats the prices are generally the lowest in the larger towns and cities. The average retail price for December and January are given in the following table.

Commodity	January Average	Dec. Average
Potatoes, lb.	$ .019	$ .019
Milk, qt.	.103	.103
Eggs, doz.	.63	.685
Butter, lb.	.502	.548
Sugar, lb.	.104	.117
Flour–49 lb. sack	2.95	3.14
Pork Chops, lb.	.268	.28
Round Steak, lb.	.258	.266
Honey, lb.	.312	.29
Soft Coal, ton	14.04	15.80
Cheese, lb.	.32	.....
Bread, lb.	.112	.....

Prices received for various farm products sold to local dealers by farmers have also declined since the December reports. The decline from December prices in general is not as great as the decline between November and December prices and many farmers and dealers think that the bottom has about been reached in many of the markets. The following table shows the state average prices received by farmers when selling their crops to local dealers.

Commodity	January Average	Dec. Average
Potatoes, cwt.	$ .93	$ 1.18
Milk, cwt.	2.01	2.26
Hogs, cwt.	8.60	9.18
Cattle, cwt.	5.13	5.36
Eggs, doz.	.58	.646
Butter, lb.	.49	.508
Mixed Fowls, lb.	.187	.179
Corn, bu.	.839	.778
Oats, bu.	.461	.48
Wheat, bu.	1.42	1.39
Barley, bu.	.80	.85
Timothy Hay, ton	20.30	21.21

Potatoes

Growers and dealers are beginning to figure on the amount of potatoes that will be left unmarketed in the state at the end of the present shipping season. There is very little doubt but that there will be hundreds of thousands of bushels of potatoes left unmarketed and reports have come in that some farmers are beginning to feed potatoes to their stock. However producers are still reluctant to sell at present prices and consequently the haulings have been light.

The shipments have been very light when compared with last years' shippings, up to the present time last year about 80 percent of the estimated crop had been shipped. At the present time this year only about 45 percent of this year's estimated crop has been shipped.

The following table giving federal shipment reports show how the shipping is progressing in the various states.

State	Total this season to Jan. 22	Total last season to Jan. 22	Total last season
Colorado, cars.	8,258	7,553	8,798
Idaho, cars.	5,902	5,689	6,853
Maine, cars.	8,324	13,490	23,521
Michigan, cars.	6,351	5,968	8,950
Minnesota, cars	15,752	16,891	22,044
Wisconsin, cars.	8,531	13,065	17,580

The planting of the spring crop of potatoes has begun in Florida and indications are that the acreage will be reduced 20 per cent as compared with last season.

There has been little activity at shipping points and dealers and growers alike are very pessimistic. Haulings are light and there is a light movement. Farmers over the state are being paid from 50 to 70 cents cwt. for U. S. No. 1 Round Whites with most points paying around 60 cents. Sacked stock in carlots are selling for $.90–1.00cwt. with this stock in Chicago bringing $1.10–1.20 cwt.

Cabbage

The cabbage market has suffered a setback and from all indications there is little chance of the market getting back to conditions that existed three weeks ago. The market strengthened for a while and farmers and shippers were willing to sell and much stock was rushed on the market. The market soon reacted and prices now are down to a lower level although not so low as prices paid during the fall. New cabbage coming on the market has helped to hurt the market for old cabbage and from now on it looks like a slow market for what old cabbage is left in storage.

Shipments have decreased considerably since the drop in the market. Some estimates have been made that there is from 500 to 700 cars of cabbage still in the state. Whether or not it is all shipped will depend on market conditions and how well the stock keeps in storage.

Shipments to January 26th have amounted to 4067 cars which is one thousand cars more than were shipped up to this time last year. New York is the only state having shipped more cabbage than Wisconsin.

The demand is slow at present and the market is in a weak condition. Prices being paid to farmers range from $10 to $12 per ton for No. 1. Danish cabbage and this stock is being jobbed in Chicago for $15–17 per ton. Prices a year ago at this time ranged around $100 per ton.

City Milk Prices

Milk prices in a number of cities took a drop since last month's report. The price paid to producers has likewise dropped for the average price paid to producers in December was $2.99 while the average January price paid in cities reporting for both December and January was $2.62. The average price to consumers in these

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same cities in December was 12.4 cents per quart while in January it was 11.6 cents per quart. Some interesting comparisons can be made from the following table which gives the buying and selling price of milk in a number of the cities of the state. There are approximately 46.5 quarts in a hundred pounds of milk.

City	Price to producers per 100 lbs. milk	Price to stores per quart	Price to consumers per quart
Antigo	$2.75	9c	10c
Appleton	2.75	10.5c	12c
Ashland	3.00	10c	12c
Beloit	2.50	12c	13c
Chippewa Falls	3.00	10c	12c
Green Bay	2.24	10c	11c
Madison	2.00	9c	10c
Milwaukee	2.28	9c	10c
Racine	2.75	11c	12c
Superior	3.25	12c	14c
Wausau	2.50	8.5c	10c

Foreign Crop News

Federal reports show that crop prospects in the Southern Hemisphere are good and that the present harvest will show a heavy production of grains. The 1920–21 total wheat acreage of South Africa, Argentine and Australia is placed at 25,139,000 acres as compared with 22,101,000 acres for 1919–20 season. The 1920 production for 28 countries which produce about 74 per cent of the so-called wheat crop of the world amounts to 2,671,807,000 bushels which amount is 100,000,000 bushels more than the 1919 crop.

Present indications show the acreage of winter crops in France to be somewhat greater than last year. Acreage of wheat and rye in Germany is about equal to that of last year. Young crops in Italy are looking well and in Spain conditions are very favorable. Conditions in the United Kingdom are favorable but parts of India are suffering from a drought.

Other figures in the reports showing crop yields are as follows:

Oats—In 19 countries which normally produce 64 per cent of the total oat crop of the world the 1920 production is estimated at 2,954,195,000 bushels as compared with 2,439,267,000 bushels in 1919.

Barley—In 19 countries which usually produce about 51 per cent of the world's output the 1920 production is estimated at 732,514,000 bushels as compared with 643,430,000 bushels in 1919.

Rye—In 14 countries usually producing 39 per cent of the world's output the 1920 production is estimated at 452,803,000 bushels as compared with 481,435,000 bushels in 1919.

Corn—In 11 countries usually producing 80 per cent of the world's crop the 1920 production is estimated at 3,703,342,000 bushels as compared with 3,314,029,000 bushels in 1919.

Potatoes—In 10 countries usually producing 17 per cent of the world's output the 1920 production is estimated at 1,032,068,000 bushels as compared with 992,257,000 bushels in 1919.

Honey

The expected strengthening of the honey market after the holidays did not materialize and trading has been dull with little stock being shipped. Bakers, bottlers, wholesale grocers and other large factors in the market have temporarily withdrawn from the market and an uncertain feeling prevails. The presence of imported honey on some of the large central markets has been retarding the movement of domestic goods to some extent.

Comb honey is out of the hands of the beekeepers of the state but fairly large quantities of extracted honey are held in some quarters. Comb honey in the central markets is selling for $7–7.50 per 24 section case of No. 1 white honey. No. 1 white extracted honey is selling in small lots for 15–16c lb. Wholesale prices in the state range from 20–25c lb. for No. 1 extracted honey with the retail prices ranging from 28–35c lb.

Retail Food Prices

Charges have been made lately that merchants in certain towns were charging prices which were above the prices charged for similar goods in nearby towns. These charges have even been made to the Division of Markets and a resulting survey was made of prices charged in the larger towns and cities of the state. The following table gives the range in prices charged over the state and the state average price. The prices were for January 14th and in all cases the prices asked for were on only the standard brands of goods. The stores were asked to report on what basis they were operating, there being four classes of operation given; namely, Cash and Carry, Cash and Delivery, credit but no delivery and credit and delivery. A comparison of prices show that the first two classes of stores sold cheaper than the last two classes, in fact the low figures in the table giving the range in prices were generally given by stores of the two first classes.

Article	Range	Average
Grape Nuts, pkg	15 –20c	18.7c
Cream of Wheat, pkg	25 –35	30.3
Post Toasties, pkg., large	19 –25	21.6
Post Toasties, pkg., small	12½–16	14.3
Rolled Oats, lb	5 –10	5.5
Shredded Wheat, pkg	8 –28	17.2
Jello, pkg	11 –18	13.5
Pure leaf lard, lb	16 –30	22.7
Lard compound, lb	15 –25	18.6
Storage eggs, doz	50 –75	63.6
Fresh eggs, doz	50 –82	64.5
Creamery butter, lb	50 –64	56.2
Oleomargarine, lb	29 –43	34.2
Onions, lb	2 – 7	4.2
No. 1 Potatoes, lb	0¾– 3	2.2
Cabbage, lb	1½– 6	3.3
Cranberries, lb	10 –25	19.3
Bananas, lb	6 –20	14.
Baldwin Apples, lb	3 –10	6.9
Navy beans, lb	7 –11	8.8
Prunes (90–100)	12 –20	16.7
Prunes (40–50)	15 –30	25.
Evaporated Apples, lb	14 –25	21.3
Fels-Naphtha soap, bar	7⅞–10	8.6
Palmolive soap, bar	6 –12½	9.8
Ivory soap, bar	8 –14	9.6
Peaches, No. 3, can	35 –75	46.4
Salmon, pink, No. 1, can	18 –50	25.7
Pumpkin, No. 3, can	10 –25	16
Canned Milk, tall	12½–20	15.1
Canned Milk, small	7 –10	8.3
Crisco, 1 lb. can	22 –50	29.5
Cocoa, ½ lb. can	20 –35	30.5
Catsup 16 oz. bottle	18 –38	33.3
Cider Vinegar, gal	30 –60	51.7
Red Label Karo syrup, 5 lb. can	25 –60	48.1
Blue Lable Karo syrup, 5 lb. can	35 –55	43.7
Molasses, 5 lb. can	35 –60	44
Starch, pkg	10 –15	13.2
Dutch Cleanser, pkg	10 –15	11.6
Borax chips, small pkg	7 –18	14.2
Borax chips, large pkg	20 –28	23.5
Yeast Foam	7 –15	9.9
Bread, 1 lb. loaf	9 –15	11.8
Pillsbury Best Flour, 49 lb. sk.	2.25 –3.25	$2.94
Baking Powder, 1 lb. can	20 –35	32.6
Buckwheat, 10 lb. sacks	50 –1.00	73.4
Yellow Corn Meal Bulk, lb	4 –10	5.2
Fancy Rice, lb	8¼–18	12.5
Macaroni, 7 oz. pkg	8 –15	9.6
Corn Starch, pkg	12 –15	14.2
Canned soup, can	12 –15	14.3
Granulated sugar, lb	9 –12	10.1
Brick Cheese, lb	25 –40	33.4
American Cream Cheese, lb	30 –43	34.5
Coffee, lb	22 –60	39.1
Raisins, lb. pkg	28 –38	32.8
Tea, lb	35 –1.00	68.7
Soda Crackers, lb	16 –25	20.4
Canned peas, No. 4, can	10 –25	17.7
Canned peas, No. 2, can	13 –25	19.3
Canned tomatoes, No. 2, can	12 –22	15.4
Canned tomatoes, No. 3, can	12 –35	20.9
Pork & Beans, No. 2, can	15 –25	17.2
Pork & Beans, No. 3, can	15 –35	27.3
Canned corn, No. 2, can	12½–25	17

Wool

Improvement of the wool market continues and much more wool is moving now than has been moved for months. Mills are operating on a heavier basis and the large buyers are coming into the market. The prospect of a tariff on wool has also helped to strengthen conditions and the outlook is more favorable now than it has been for some time past.

Some of the wool held in the various wool pools has been sold. This has mostly consisted of the low grade stock however and the better grades are still being held for better prices. Some of the Wisconsin quarter blood wool held in the pool in Chicago has been sold for 23c lb. Large quantities of the burry and other low grades have also been sold at lower prices. Three eighths wool held by another state has sold for 30c. Speculators in other states have been buying locally pooled wool for prices ranging from 14–19 cents. Many meetings of farmers interested in wool pooling have been held in different parts of the country and expressions of confidence in the market and in the system of pooling have been made. Plans are now being made that look forward to the handling of the coming clip by pooling methods.

Cooperative Laundries

A very serious drawback of life on a farm is the heavy work which women have to do. The work of washing is by far the heaviest and most tiresome of all. Few people outside of farmers have any conception of how dirty things get on the farm or how much work it is to keep them clean.

We all agree that farm life must be made more attractive than it is now. It is only by making it so that we can hope to keep the boys and girls on the farm, and to attract to the country the farm-minded men in our large cities. We must, moreover, make the country home a real home and this can be done only by relieving the mother of the family from many of the heavy drudgeries which she has to go through now. We have succeeded in relieving the women on the farm of some of the heavy work which they were compelled to do formerly. Thus, butter making has been taken out of the farm home, mostly by cooperative organizations. Experience has shown that wash day and ironing day can be taken out of the home by similar organizations.

The attempts toward organizing co-operative laundries in the State of Wisconsin are the direct results of the efforts of W. A. Henry, former Dean of the College of Agriculture, University of Wisconsin. So thoroughly was Dean Henry convinced of the possible advantages of a co-operative laundry to a rural community—that in March, 1914, he offered a prize of $300 to the first co-operative laundry in Wisconsin that should operate successfully for a period of one year.

As a result of this offer, two co-operative laundries were organized—one in Milltown in April, 1914 and one in River Falls in November of the same year. The Milltown laundry was not successful and closed down within a year while the River Falls Co-operative Laundry succeeded in receiving the $300 prize.

The River Falls co-operative laundry had a paid-up capitalization of $5,180 and did business amounting to $6,314 during the first year. The laundry has shown a substantial increase in the volume of business each year. During the year 1915–16 its business amounted to $8,534.86, in 1916–17, $9,312.74, in 1917–18, $9,602.55, in 1918–19, $13,553.58 and in 1919–20, $16,041.58.

The working force of this laundry consists of eight persons: a manager, six girls and a boy.

The average cost of laundrying is very low but the company still makes a profit. All the profits are turned back to the patrons in the form of a rebate. Being a co-operative institution, the laundry is not run as a money-making proposition chiefly, but for its benefits to the community, and just pride is taken in the quality of the work turned out.

Grade Violations

The Division recently sent out seventeen cases for prosecution of violation of the state standards for grades of potatoes and honey. A number of convictions have been obtained during the past month and the guilty parties fined.

At the present session of the legislature there will be an attempt made to change the present system of enforcing the grade rules. Licensed inspectors would be used under the new plan to grade products and additional power to license dealers in farm products will be asked. By licensing dealers and inspectors there is no doubt but what there will be less violations of the grade rules and better products will be packed and shipped. There is no doubt but what the present grade rules being enforced by inspection as they are now have done much to improve the quality of products put on the market but with the proposed system in use Wisconsin products will secure a higher reputation on the large markets.

Grain and Feed

The grain market has suffered a decline since the last report and prices on all lines of grain are lower. In Milwaukee the following prices have prevailed. Barley 70–75c, Yellow corn 58–61c, Oats 39–40½c, Rye $1.59½–1.60 and Wheat $1.58–1.80 bu.

The feed market is unsteady with a weak feeling prevailing and prices lower. The following feed prices has prevailed; Wheat bran $28.50–29.50, Standard middlings $27–28, Flour middlings $30, Reddog flour $36, 36% contonseed meal $37–39 and Gluten feed $45, Hay No. 1 Timothy $23–24.50, Clover mixed $19–22, No. 1 Alfalfa $27–28.50 and Straw $12–13.50.

Live Stock

The cattle market has been rather irregular with a downward tendency. The hog market has been steady with slight fluctuations. Receipts are light and demand has been fairly active. Under light receipts the sheep market has kept steady and prices have held up. In Chicago the following prices have prevailed: Choice and prime steers $9.60–10.75 cwt., Medium to good $8.25–9.75 cwt., cows $4.50–7.75 cwt., stockers $5.50–8.00 cwt., veal calves $10.75–12.75 cwt., medium to choice hogs $9.15–9.75, lambs $9–11.25, and ewes $4–6. In Milwaukee the following prices have prevailed: hogs $9–9.80, steers $9–10, cows $4.25–7.50, calves $11–12.25, lambs $9–10.50 and ewes $3.50–5 cwt.

Dairy Products

The cheese market is firm and prices have advanced some. The feeling is better at primary markets than at terminal markets. The demand in the large markets has been light and the movement limited. Prices at W[illegible] consin primary markets have follows: Flats 23–25[illegible] 25½, Daisies 2[illegible] 25½, Young [illegible] horns 26–28[illegible]

Special lines of cheese in Chicago have ranged as follows: No. 1 Swiss 40–42c, block 25–28c, limburger 22–23c, and fancy brick 20c.

The butter market has been in an unsettled condition but at present a firm feeling prevails. The movement has been good and prices have advanced some. Danish butter continues to arrive and has an effect on prices and conditions. In Chicago 92 score fresh butter has ranged from 45½–46c, with centralized lots at 45¾–46c and centralized storage butter at 41–44c lb. In Milwaukee fresh extra creamery stock ranges 47–48c with firsts 42–44c, Dairy butter ranges 35–40c with packing stock 20–25c lb.

The egg market has been steady with dealers not buying in large quantities because of an anticipated change in the market. The receipts are getting heavier and the favorable weather conditions that now exist will no doubt help to increase shipments. In Milwaukee fresh current receipts range from 52–54c, and dirties and seconds 45–47c dozen. In Chicago fresh firsts are 58½c, extras 65–66c and miscellaneous lots 55–57c dozen.

Milk

Many of the condenseries in the state are closed or are handling milk in other ways than condensing or evaporating it. The price paid for milk by those condenseries that are buying are down considerably since last month. The average price paid in December was $2.42 while the January average amounts to $2.13 cwt. High prices in all the competitive districts dropped and the lowest figure for months was paid at one factory; namely, $1.60. The following table gives the prices paid by condenseries in the various competitive districts.

	Price per 100 lbs.			Test Basis		Differential per.1% test		
	High	Low	Ave.	High	Low	High	Low	Ave.
Milwaukee City Milk	$2.90	$1.80	$2.25	4	3.5	4	4	4
Chicago City Milk	2.60	1.85	2.23	4	3.5	4	5	4.1
American Cheese	2.25	2.00	2.08	4	4	6	6	6
Foreign Cheese	2.20	2.00	2.10	4	3.7	6	6	6
Butter	2.40	1.60	1.97	4	3.5	5	4	4.7

Credit Through Cooperation

In modern business credit plays a very important part. It replaces to a great extent cash transaction. But credit implies a debt, the payment of which is put off to a more convenient season. The business man receives goods on credit, sells them at a profit, pays his debt, and orders a new supply of goods. A large part of the world's business is done in this way, money being little used directly in many transactions.

Now, farming is a business. A farmer is even more in need of credit facilities than a merchant or a storekeeper. A farmer as a rule must wait for the returns on his labor longer than the merchant. He sows in spring but he does not harvest until several months later. Meanwhile he has to live without any returns, on the labor which he put into the soil. Many farmers would be in a position to invest in more stock if they could secure as good a credit as their fellow-business men in the city. But the farmer does not stand on an equality with the average business man when it comes to securing credit. This is shown from the high rates of interest charged and from the average amount of loans secured. Taking the United States as a whole, the average short-time loan to farm tenants is $250, to farm owners $644, and to business men $1,465.

The reasons for this inequality is the perishable nature of farm products, and the precariousness of farming. The farmer who sows cannot be sure that he will reap; and the stockman who buys cattle for fattening is never sure how soon disease or other accident may rin his prospects of profit. Farming is a risky industry and no farmer can be certain that what he undertakes as a productive enterprise will turn out to be so.

Financing the purchase of cattle —Different methods are being employed to make possible a better financing of the farmer for the purchase of cattle and for supplying a community with more money. Among the most prominent of these plans are the cooperative credit associations. They embrace different methods for securing money to purchase live stock through the cooperation of a number of neighboring farmers, who by placing collectively their good will and credit are able to borrow for each one more money than they could do as individuals.

The cooperative credit association plan is not a new experiment. It has been successfully tried in the United States and other countries. They may be operated on various plans.

Under one plan, neighboring farmers form an association and appoint trustees to represent the association and to purchase cattle for the members according to their written application. These trustees secure from the local bank or banks a certain amount of credit for the purchase of cattle, generally milk cows, and attach their signatures to a note, the proceeds of which is used as stated. When the cattle are purchased they are distributed to each member according to his application. His note is then taken payable to the trustees, and a mortgage to secure the note taken on the cattle purchased and what additional security the farmer can give. These notes are then endorsed by the trustees and turned to the bank in payment for their note given for temporary credit to purchase cattle.

The trustees protect themselves for endorsing the farmers' notes by taking a written guarantee signed by all members of the association. Through the plan outlined, the farmers, of course, get a lower rate of interest than each could get if borrowing individually of this bank. It is obvious that, since all risk is assumed by the trustees, they, to protect themselves must see that the security is properly cared for and handled. The lending bank can afford to loan its money in this way at a lower rate for chattel mortgage loans and for a longer time. Under this plan the trustees frequently arrange for each individual farmer purchasing cows to pay to them or to the bank each month a portion of the milk or cream returns, which payment is applied on the note.